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Hardware World

PLUMBING AND HEATING

JULY 1919

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V. 14

STANLEY

BALL BEARING BUTTS

TRADE S.W. MARK



"Use Ball Bearing Butts for Permanence"

THE joints of Stanley Ball Bearing Butts do not grind together when the door swings. They roll over their bearings, smoothly and noiselessly.

These Butts never have to be replaced or reset. They are there, year after year, a monument to the good judgment and foresight of hardware men who recommend them.

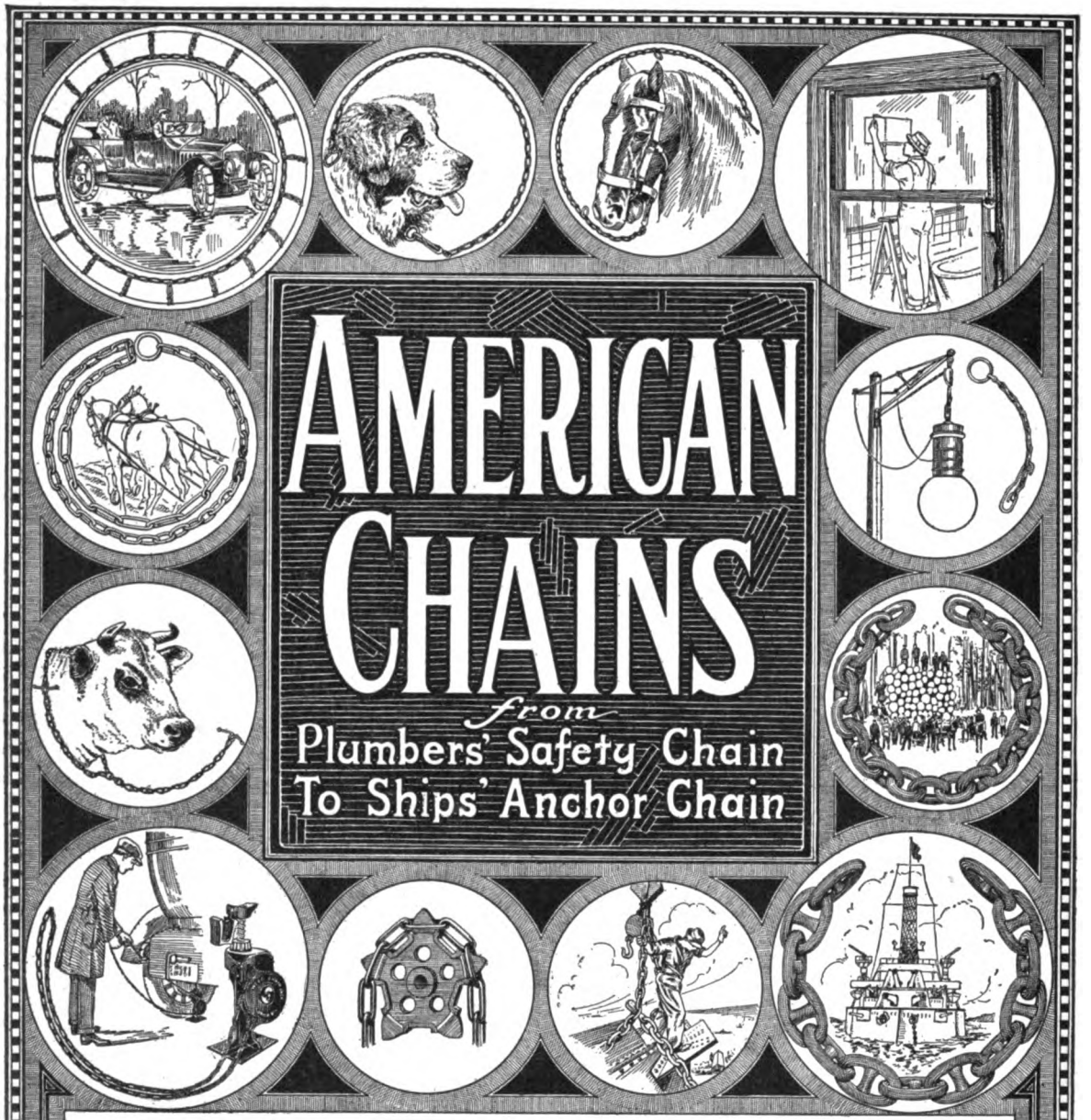
Each sale nets you a neat profit. They build your customer's house and your business for permanence.

THE STANLEY WORKS
NEW BRITAIN, CONN., U. S. A.

Chicago
73 East Lake Street

New York
100 Lafayette Street

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The Complete Chain Line

Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

District Sales Offices

Atlanta	Chicago	Philadelphia	Portland, Ore.
Boston	New York	Pittsburgh	San Francisco

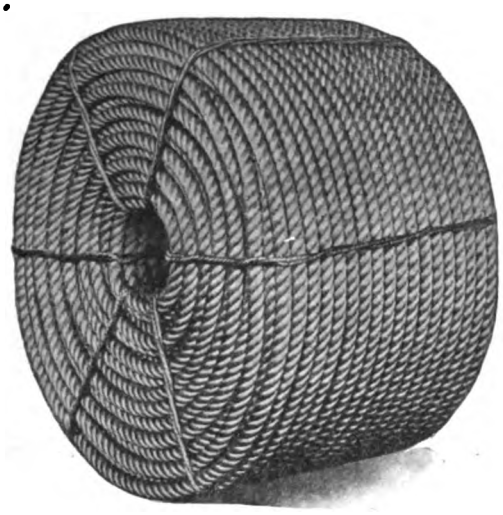
In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

A·C·C

LARGEST CHAIN MANUFACTURERS IN THE WORLD

A·C·C

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WHITLOCK ALL-MANILA

"The Utmost in Rope Value"

The purpose of this Company has been—and is—to make the best Hard-fibre Cordage on the market, and we guarantee Whitlock ALL-Manila to exceed in quality of fibre, yardage and strength the requirements of the so-called "Bureau of Standards Specifications," which have been adopted by several Departments of the U. S. Government.

"Greater length per pound--Lower cost per foot"

Write for interesting printed matter.

The Rope that Endures
WHITLOCK
ALL-MANILA

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Chicago Office, 1309 Chamber of Commerce

KANSAS CITY BRANCH, 339 Railway Exchange Building

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Hardware World

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Volume XIV JULY :: 1919 Number 7

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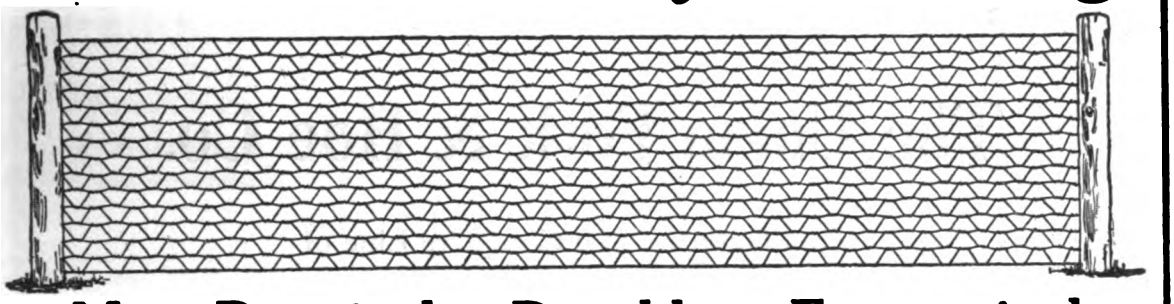
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HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c. per year, or three years for $1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.
T. M. Shearman, Editor and Manager. Raymond L. Shearman, Associate Editor.
Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor Street, Portland, Ore. | 1220 Boatmen's Bank Bldg. St. Louis, Mo. | Suite 533 Phelan Bldg. San Francisco | 70 Fifth Ave. New York | 204 Scott Bldg. Salt Lake, Utah | 507 Pioneer Bldg. Seattle, Wash.

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"WW" Poultry Fencing



Most Practical—Durable—Economical Poultry Fencing on the Market



Wickwire Brand Hex Nettings

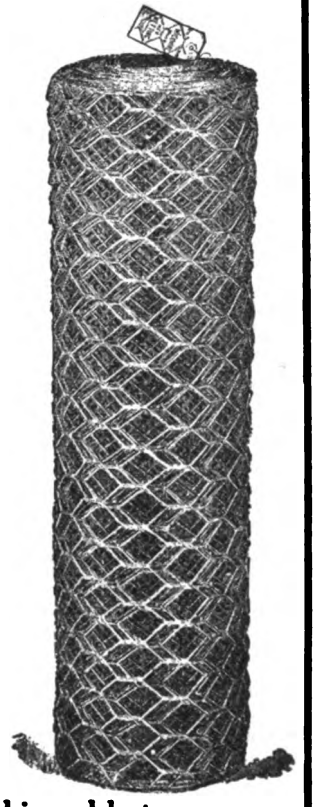
Galvanized Before or After Weaving

Wickwire Screen Wire Cloth

Cortland Painted Wire Cloth

Made from Hard Drawn Steel Wire

Wickwire White Metal Finish Wire Cloth



Heavily coated with high-grade spelter or zinc by the old fashioned hot process method, recognized the world over as the most approved method of applying a durable zinc coat to iron or steel.

Wickwire Bronze Wire Cloth

Made from Hard Drawn Bronze Wire

WICKWIRE BROTHERS

CORTLAND
NEW YORK

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The Union Fork & Hoe Co.

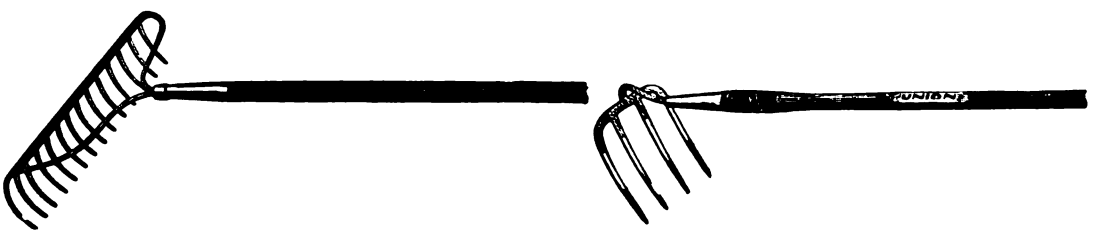
Manufacturers of a Complete Line of High Grade

Forks, Hoes, Rakes and Hooks

General Offices
COLUMBUS, OHIO

Factories
FRANKFORT, NEW YORK
COLUMBUS, OHIO

"They're Just Right — Strong But Light"



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Why?

One:

They are made by the First Commercial Drop Forging Plant in America—

Two:

They are nationally advertised—nationally known—

Three:

"Into every Forging goes our entire reputation." Our products *must* make good or we will.

Billings & Spencer

Triangle B
TOOLS

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McKINNEY HARDWARE
for garage doors



Simplified Selling

This valuable little reference book will enable you to put your finger instantly on the proper solution to the most difficult of garage door problems.

By referring to pages 13, 14 and 15 your customer sees at a glance just what his entrance will be like. After deciding upon the number of doors required to close the entrance the hardware can be figured in no time from the itemized lists.

If this simplified method of selling garage hardware appeals to you send for Booklet G4.

Don't forget when you place your order for some of these No. 9007 Sets to ask for a supply of booklets with your imprint for distribution among architects, builders and car owners

McKINNEY MANUFACTURING COMPANY

WROUGHT STEEL McK BUILDERS' HARDWARE

PITTSBURGH, PA.

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REMINGTON UMC

All Known Records Smashed

REMINGTON UMC

Shooting Remington UMC Ammunition

Ten members of the Denver City Rifle Club, using Remington UMC .22 caliber Long Rifle Lesmok Cartridges exclusively, in the 1919 Gallery Team Championship of the National Rifle Association, five of them shooting in each of ten matches, smashed all known records with a total score of



9956 x 10,000



Five of them (W. H. Beck, Jr., L. G. Pridy, R. E. Ladwig, F. E. Redding and W. S. Diddle), using Remington UMC .22 Caliber Long Rifle Lesmok Cartridges exclusively, in one match equaled the world's record (if ever made elsewhere) for 100 shots by five men, with a perfect score of

1000 x 1000

One of them (H. W. Beck, Jr.), using Remington UMC .22 caliber Long Rifle Lesmok Cartridges exclusively, came within only one-fifth of one per cent of making a perfect score for the entire series of ten matches, his total score being

1995 x 2000

Nine of them, using Remington UMC .22 Caliber Long Rifle Lesmok Cartridges exclusively, in the entire series of ten matches, each man firing twenty shots in a match, made a total score of 17,739 x 18,000. This is an average of 98.55 per cent.

No rifle club in America, perhaps none in the world, and no other .22 caliber ammunition, has ever made such a record for consistent accuracy in a long series of contests under standard match shooting conditions.



ASK YOUR JOBBER



THE REMINGTON ARMS UNION METALLIC CARTRIDGE COMPANY, Inc.

Largest Manufacturers of Firearms and Ammunition in the World.

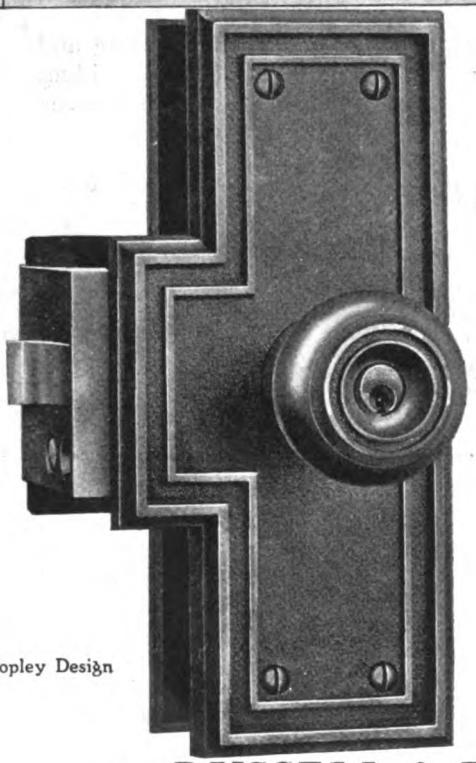
WOOLWORTH BUILDING NEW YORK, N. Y.

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RUSSWIN
RUSSELL & ERWIN

BUILDERS HARDWARE



Copley Design

AS architect, builder or distributor the responsibility of equipping a building with hardware of quality rests with you.

By specifying RUSSWIN you serve two interests, your client's and your own. He will appreciate your attention as expressed in RUSSWIN products; you will have the assurance and satisfaction of giving him full value.

For dignified, representative buildings of permanence and stability, the Copley, or other similar designs, are recommended. The rugged simplicity harmonizes with the modern architectural trend and exemplifies endurance.

RUSSELL & ERWIN MFG. CO.,
The American Hardware Corporation Successor
New Britain, - Conn.
NEW YORK SAN FRANCISCO CHICAGO LONDON, ENG.

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CORBIN AXLE PULLEYS

are made with ball-bearings, roller-bearings and plain bearings, with wheels turning freely on heavy fixed axles; in any size or metal desired and with wheels grooved for rope, chain or ribbon. They are accurately made to standard gauges, rigidly inspected and give satisfaction under the most severe conditions. They are specified for the best buildings by architects who have learned their value. Full particulars on request, or from any dealer in Corbin hardware.

P. & F. CORBIN

The American Hardware Corporation, Successor

NEW BRITAIN, CONN.

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COLUMBIAN
MANILA ROPE



COLUMBIAN ROPE COMPANY
"The Cordage City"
AUBURN N.Y.

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JOBBERS SELLING

ATLAS TACKS

ARE GOOD PEOPLE TO DEAL WITH

You can judge a man by the company he keeps. If your jobber handles Atlas Tacks he can be depended upon to handle other good goods.

Registered
Trade Mark

When you see this trade mark on a package of tacks, nails, or rivets, you know that you are getting full value.

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cost no more than inferior goods, yet our packages do contain "The Greatest Quantity of Quality at the Price."

We are the LARGEST and OLDEST manufacturers of TACKS and SMALL NAILS in the world.

About twenty thousand different kinds and sizes in iron, steel, copper, brass, and zinc—electroplated, galvanized, tinned, enameled and japanned.

Our line includes iron and copper rivets, copper burrs, staples, wire nail specialties, and numerous other packaged products.

We guarantee full NET weight.

ATLAS TACK COMPANY

Fairhaven, Massachusetts, U. S. A.

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HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK BY THE FOLLOWING HOUSES

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THE VALLEY MERCANTILE CO
Hamilton, Montana

MONTANA HARDWARE CO.
Butte, Montana

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELFER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah Pocatello, Idaho

GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

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SCHAW-BATCHER COMPANY
Sacramento, California

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PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK

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Founded 1866

GIANT



Partial view of one of the Giant Plants at Giant, California.

The oldest manufacturers

Your customers know there is a logical reason for the better and cheaper blasting results of Giant Powders. They have been improved and developed longer than any other dynamite or powder made in this country.

In 1866 the first Giant laboratory was built in the present Golden Gate Park. Today, with our chain of great plants and magazine stocks throughout the entire West, we can serve you with Giant Powders.

There is a good profit in every sale of Giant Farm Powder. Its use leads to improvements, permits the use of intensive tillage methods and develops your farm machine market. More than 3000 merchants are selling Giant Powder in constantly increasing quantities. These merchants have found that sales of Giant Farm Powders bring repeat orders. Farmers who once use them always come back for more. Dealers who have been selling only the ordinary dynamites find that their sales increase rapidly as soon as they stock the Giant brands.

Write for information regarding the ways in which we help Giant dealers to sell more Powder.

The Giant Powder Co., Con., San Francisco

First National Bank Bldg.

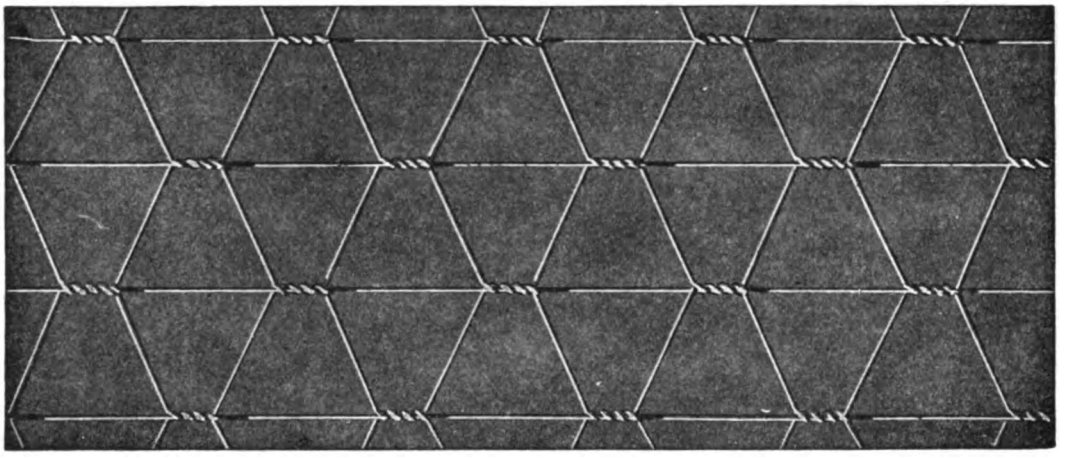
"Everything for Blasting"

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane.

EXPLOSIVES

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

San Francisco Los Angeles Portland Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

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ATKINS SILVER STEEL SAWS

"Fifty-five"

"I have handled and sold your Saws for FIFTY-FIVE YEARS," says Mr. Fred Volland, Hardware Dealer of Columbus, Indiana, "and I state with pleasure, that I never had a more congenial, liberal firm to deal with; your prices are right, your Saws are right and my customers are pleased." See picture on left.

"Fifty-five"

The picture at the lower right of this page represents Mr. F. L. Downing, who is head Millright for the McKay Lumber Company, Eureka, California. He says, "I am seventy-five years old and have used Saws for fifty-five years and I never had a real Saw until I purchased an ATKINS. The saw in my hands is a number 53 ATKINS which I have used for fifteen years; every Saw in my kit is an ATKINS, and they are real Saws."

"Fifty-five"

Send for the "Story of Silver Steel" and learn why it's

"Atkins Always Ahead"



"The Silver Steel Saw People" **E. C. ATKINS & CO., Inc.** Established 1857

Canadian Factory, Hamilton, Ont. Home Office and Factory, Indianapolis, Ind. Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers as follows:

Atlanta	Memphis	New Orleans	Portland, Ore.	Seattle	Sydney, N. S. W.
Chicago	Minneapolis	New York City	San Francisco	Vancouver, B. C.	Paris, France

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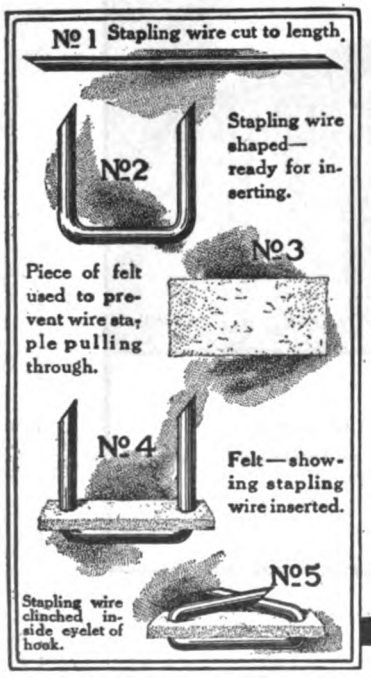
The Long-lasting Pad



Patented in U. S. December 1, 1914.
Patented in Canada April 6, 1915.

THIS NEW PATENTED HOOK ATTACHMENT—found only on pads made by us—is the greatest improvement since we invented the hook. It consists of wire staple with felt reinforcement. This gives the hooks a firmer hold and prevents pulling off, even though the fabric is weakened by long usage. The weakest point is made strong and life of pad materially lengthened.





Stuffed Collar Pads

Filled with our special composite stuffing excel other kinds. They are soft, springy, absorbent, and serve as a guarantee against bruised, galled and chafed shoulders.

Our fifth campaign of advertising direct to consumers through the medium of leading agricultural publications is on a more extensive scale than previous ones. This serves to further the interests of both jobbers and dealers.

Thirty-Seven Years Making Pads

For Sale by Jobbers

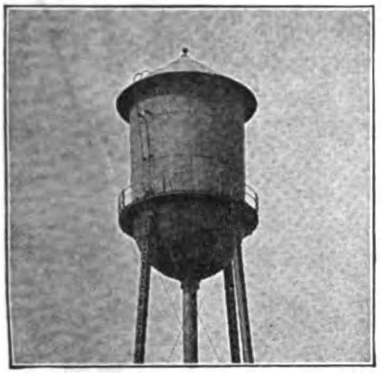
Booklets furnished free on request

The American Pad & Textile Company

Greenfield, Ohio

Canadian Branch: Chatham, Ontario

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Carey
BLACK ASPHALT PAINT

sells wherever metals are exposed to the weather

TANKS, Roofs, Siding, Fences, Bridges, Fountains, Railings, Windmills, Cribs and a host of other things made of metal. Very likely half the property owners who come into your store have something made with metal for which CAREY BLACK ASPHALT PAINT is the **very best** thing they could buy.

Here are five other specialized paints, each with an equally good market, all packed in attractive lithographed cans, and boosted by good advertising matter we furnish. Write for dealer proposition and samples.

THE PHILIP CAREY COMPANY
232 Wayne Avenue **Lockland, Cincinnati, Ohio**



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"CANNON-BALL"
"Sells as easy as it runs."

Six STAR Sellers

THERE is a STAR Door Hanger to fit any need and any farmer's pocketbook. Every one known by name and a good seller.

Here is a line that can spell good business for you this year. Door hangers and track are about the first things a farmer thinks of when he starts to improve his building. He is using them many times a day. You know what that means. He will go without almost anything else in order to have properly hung barn doors.

Write and get our sales proposition on STAR Door Hangers.

The STAR Line includes everything needed in steel equipment from floor to roof. Barn Equipment, Litter Carriers, "Harvester" Hay Tools, Door Hangers, Garage Equipment, Coaster Wagons, Tank Heaters and other farm specialties. Ask for the new complete STAR Catalog.

HUNT, HELM, FERRIS & CO.

Harvard, Ill. *Complete Barn Outfitters* **Albany, N. Y.**



Covered "Cannon-Ball"
Regular Cannon Ball with a deep storm-proof cover.



Weatherproof "Cannon-Ball"
Economical track with Cannon-Ball Hangers.

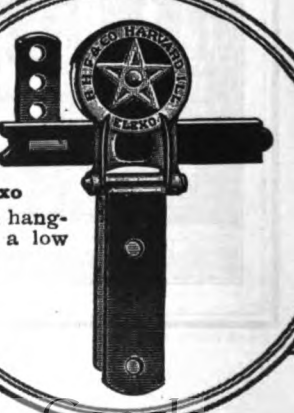
STAR Equipment



Weatherproof One-Piece Track
Easy to install. Popular priced.

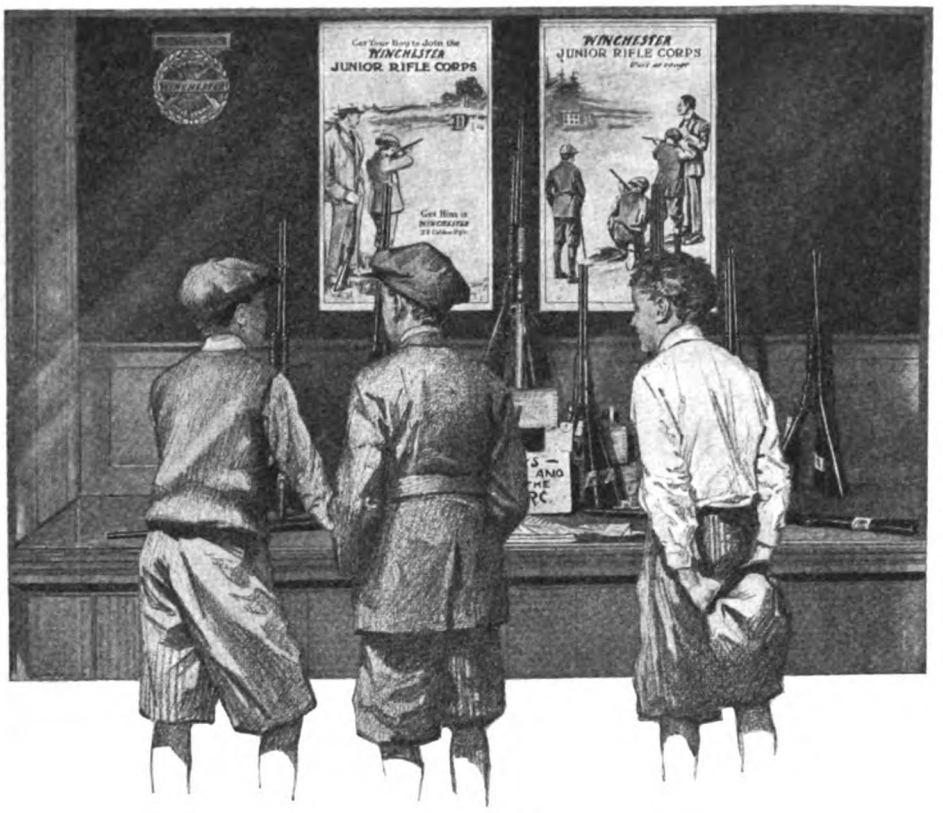


Twentieth Century
Selling by the mile.



Flexo
A good hanger at a low cost.

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Marksman Medal



Sharpshooter Medal



Expert Rifleman Medal

How their shoulders itch for those Winchesters

OF ALL the various forms of itch that a boy gets, there's none so powerful as the itch he carries in his shoulder—for a Winchester.

A glance back at your own boyhood days will remind you that a rifle has a stronger appeal to a boy than all other boy interests.

And Winchester advertising is everlastingly whetting the boy's natural longing to own a rifle.

Boy Trade, particularly when it has to do with something as near a boy's heart as a gun, is a big factor in any store. Approximately ten per cent of the population of every town is made up of boys not over eighteen. A town of 5,000 has a potential market of 500 boys; a town of 10,000 a market of 1,000 boys.

Here is a fertile sales field, waiting for you to open your store to it. You can get your share of this trade. It takes no extra effort to secure it. Dress up your window with Winchester rifles and paste the W. J. R. C. Headquarters sign in a conspicuous place to tell all the boys in town they can get W. J. R. C. supplies from you.

That is all you have to do. National Headquarters of the W. J. R. C. does the rest. Through national advertising, and direct field organization work, it will create a W. J. R. C. Unit in your town from which your Gun and Ammunition and W. J. R. C. Supply business will come.

The Winchester Junior Rifle Corps program, which includes the famous Winchester Medals which thousands of boys and girls are wearing, calls for scheduled rifle practice; and the frequency with which these "shoots" are held will make your Gun and Ammunition Department a strong sales competitor for the rest of your store right from the jump.

Dress up your window now with Winchester .22 rifles—the thing that's nearest the boy's heart, that his shoulder itches to hold. Get your full share of the Boy Vacation Trade.

And Dad, don't forget he's a sport, too, and interested in guns. Have a few Winchester shotguns and rifles for Dad to feast his eyes on. They'll loosen up his purse strings.

Winchester Repeating Arms Co.
Dept. 635, New Haven, Conn., U. S. A.



WINCHESTER

World Standard Guns and Ammunition

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GOODELL-PRATT
1500 GOOD TOOLS

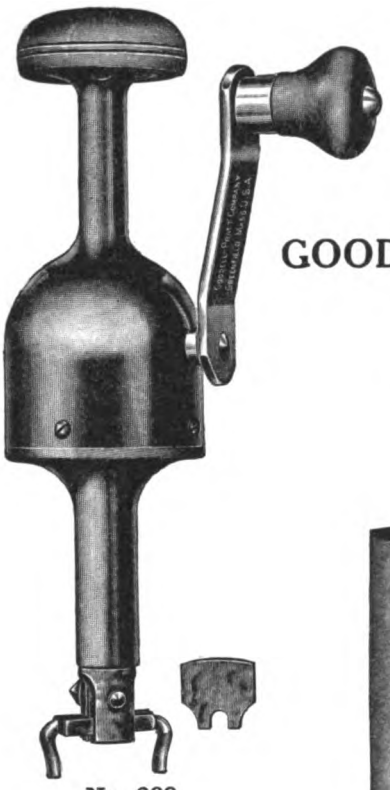
Tools for the Motorist

A Live Line for the Hardware Dealer

Are you one of the Hardware Dealers whose foresight has prompted them to make a special department of Automobile Tools and accessories? Motorists are looking to the hardware store more and more to obtain tools and accessories they require.

Goodell-Pratt Tools for the motorist are in big demand because of their Utility, Strength and Superior Design and Finish. Is your stock sufficiently complete to supply the requirements of your trade?

Send for free catalog.

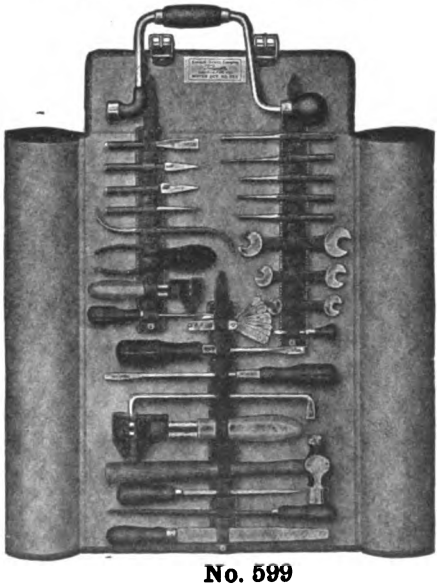


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GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass., U. S. A.



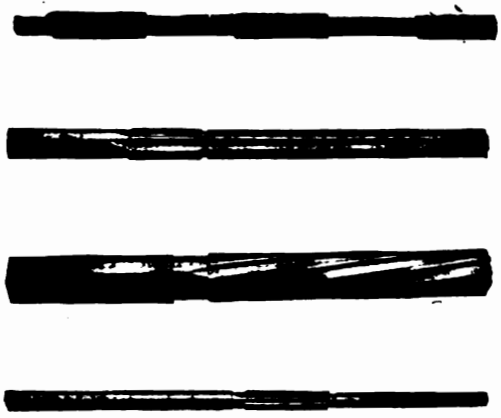
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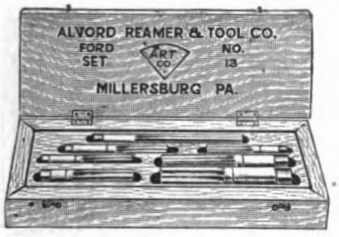


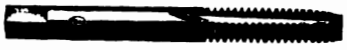
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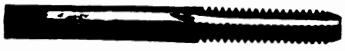
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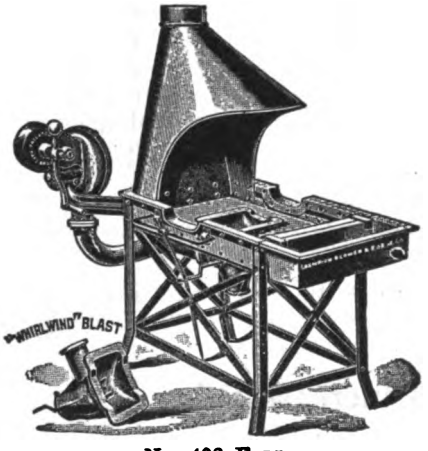
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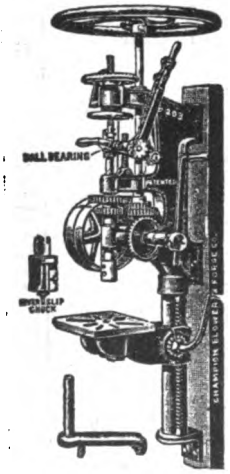
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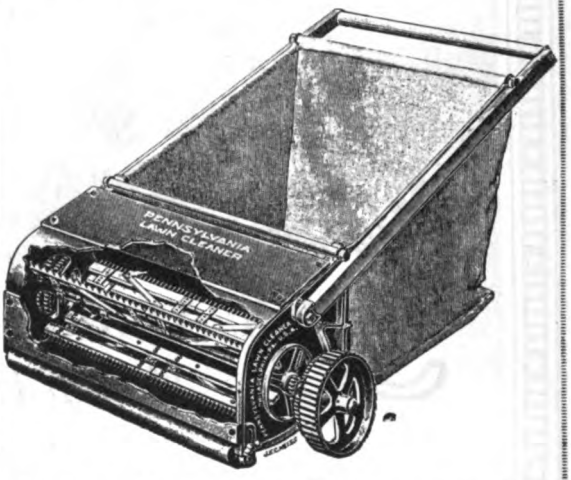
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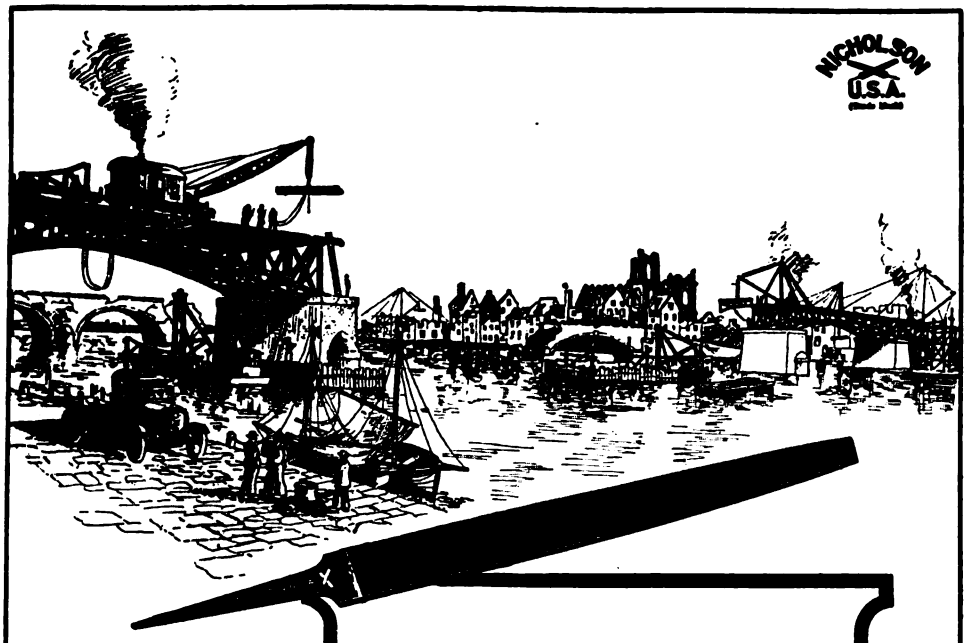
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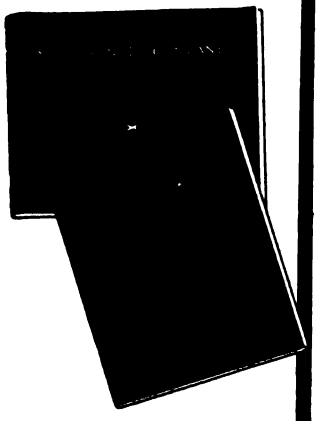
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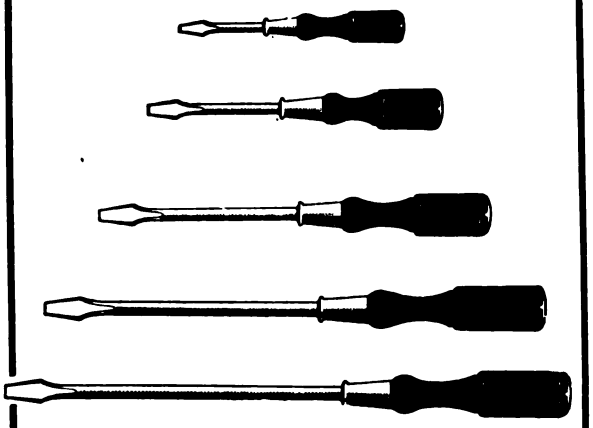
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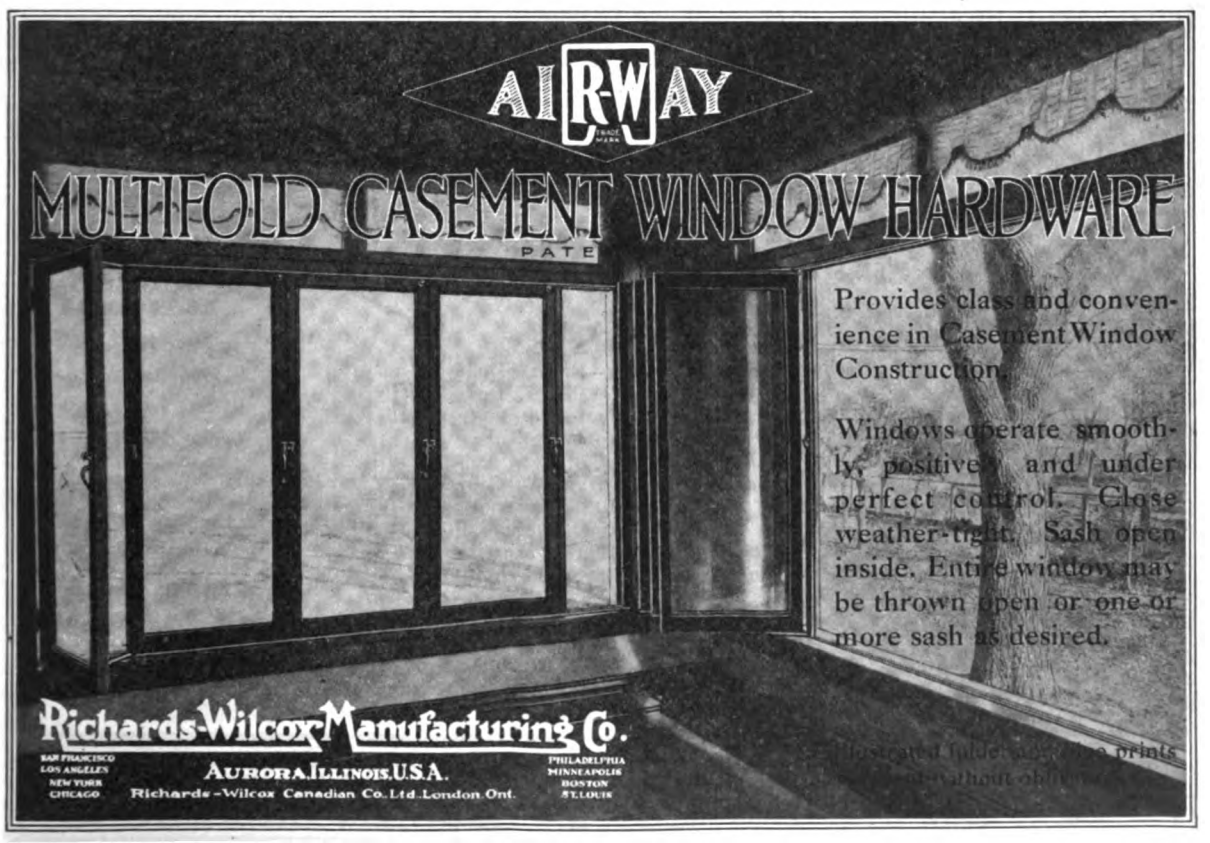
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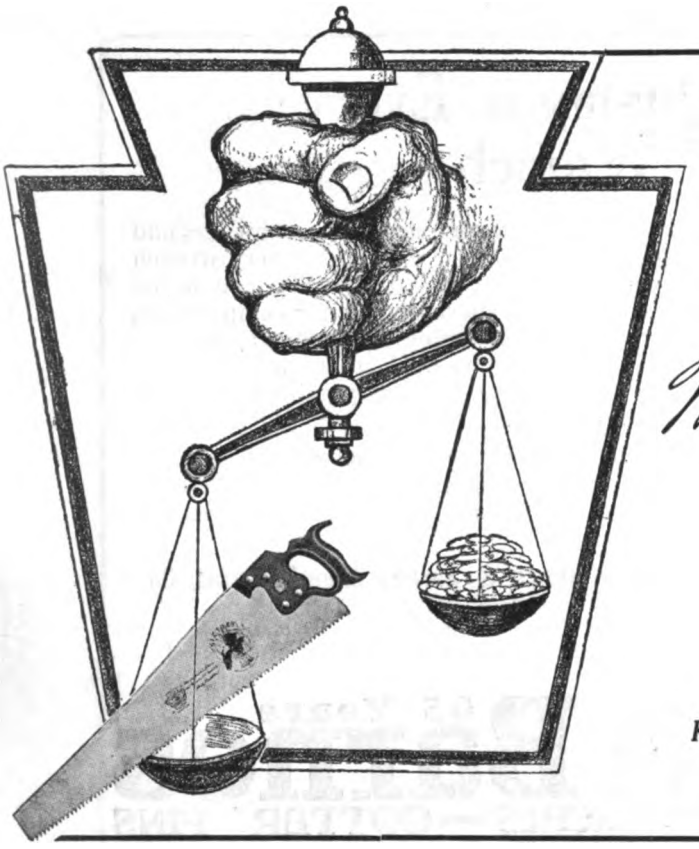
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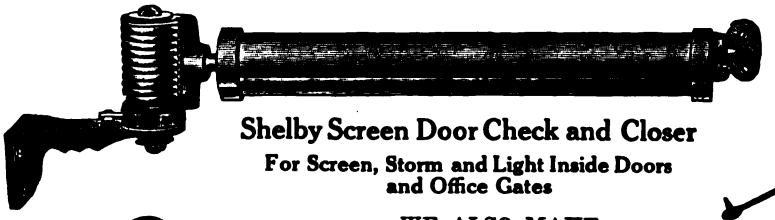
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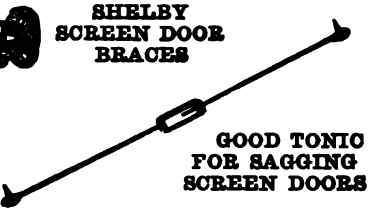
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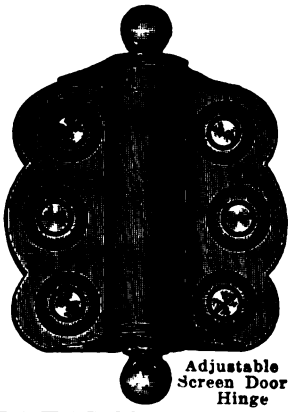
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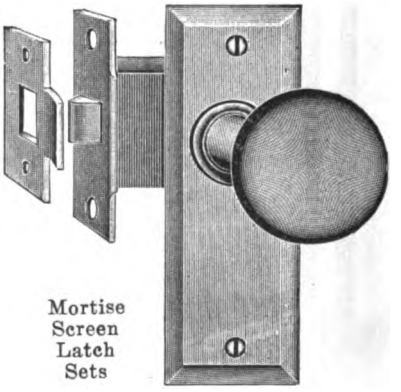
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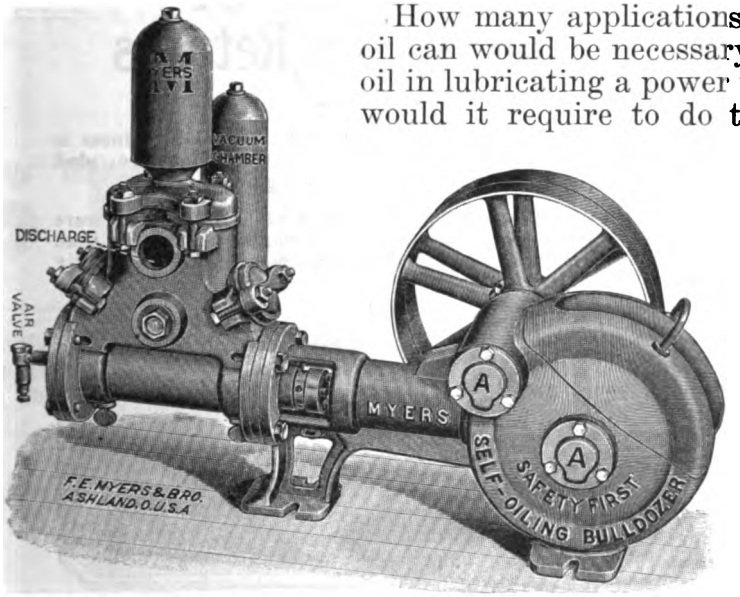
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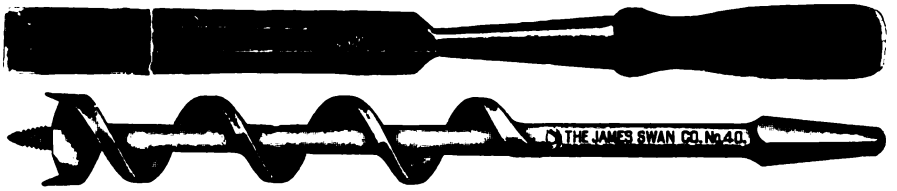
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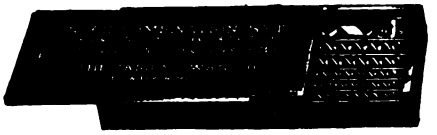
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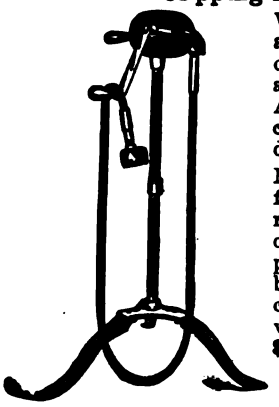
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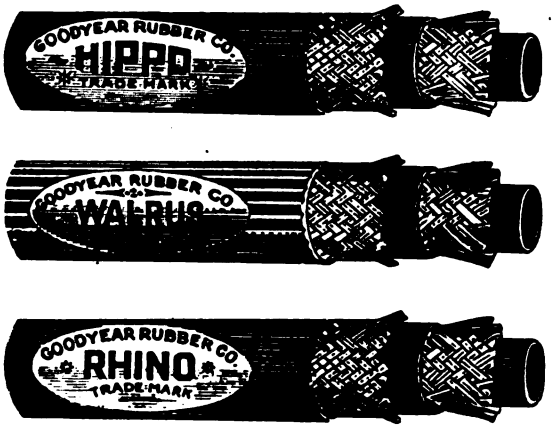
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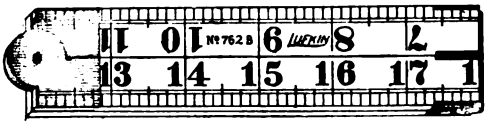




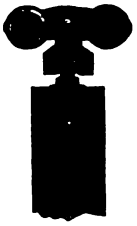


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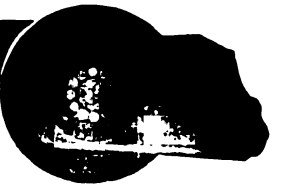
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3 Popular Pumps—For Deep Well Service

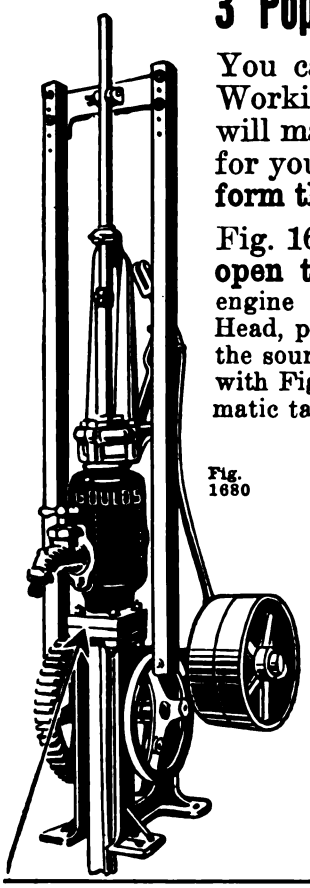


Fig. 1680

You can sell your customers Goulds Deep Well Working Heads with absolute assurance that they will make **good for** your trade and make good-will for you. **We guarantee them to satisfactorily perform the work for which we recommend them.**

Fig. 1680 Combined Working Head and Jack, for **open tanks,** can be operated by hand, windmill, engine or electric motor. Fig. 1454 Deep Well Working Head, power operated, fills open tanks up to 400 feet above the source of supply. Fig. 1518 Deep Well Working Head, with Fig. 1620 Air Cylinder, also power operated, fills pneumatic tanks to a maximum pressure of 50 pounds.

Write for prices and book, "Pumps for Every Service"

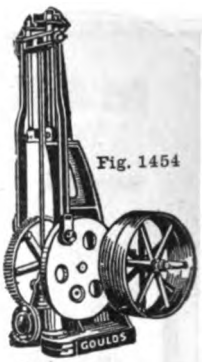


Fig. 1454



Fig. 1518 and Fig. 1620

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Northwest Agent, D. L. Herman,
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Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
Turnbull & Cox, Inter State Trust Bldg., Denver, Colorado
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Strimple & Cox, Corbett Bldg., Portland, Ore.
Cooper & Cox, El Paso, Texas

H. K. PORTER

Bolt Clipper Specialist
6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



"THE PONY"

IT'S GUARANTEED
SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

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MAKE THESE FOUR IWAN TOOLS



YOUR LEADING SELLERS TOO

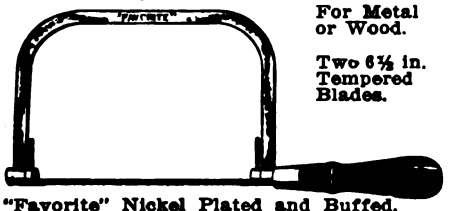
IWAN Post Hole and Well Auger, 3 to 16 in. 6, 7, 8, 9 and 10 in. are the best selling sizes
IWAN Hercules Post Hole Digger.
IWAN Perfection Post Hole Digger.
IWAN Sickle Edge Hay Knife.

Order from your jobber by the above names. The GENUINE Iwan Post Hole Auger will bring you sales not possible with imitations, and they will not cost you any more. IWAN Augers are advertised in the leading farm journals. Write for our new catalog.

IWAN BROTHERS, Manufacturers of Hardware Specialties - South Bend, Indiana

THE BRIDGEPORT HDW. MFG. CORP.
BRIDGEPORT, CONN.

ADJUSTABLE COPING SAWS
Heavy Steel Frame



For Metal or Wood.

Two 6½ in. Tempered Blades.

No. 9 "Favorite" Nickel Plated and Buffed, Hardwood Handle, Rubberoid Finish, doz. $9.00
No. 9 "Leadall" N. P. only, Red Varnished Handle, doz. $8.00
No. 29 "Leadall" Bright Finish $7.20

"LITTLE WONDER" MIDGET SCREW DRIVER



No. 42
Sizes—
1¼ In.
2 In.
3 In.

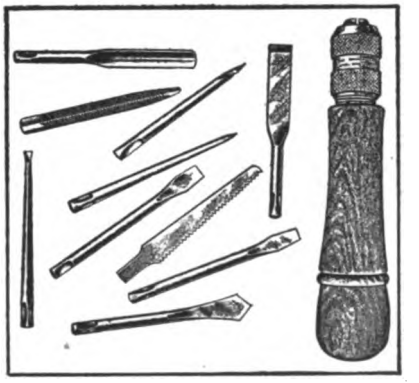
Assortment Polished and Tempered

No. 30 MATCHLESS ADJUSTABLE HACK SAW FRAME



Nickeled and Buffed, Rubberoid Handle, packed one in a box with 10-in. Hard Blade.
List Price, $12.00 Dozen.

No. 200—7½ TOOL HANDLE
LIST $15.00 DOZEN



Heavy Chuck, Hard Jaws

Hand Polished, 10 Tools, 4 Inches

C. W. GAUSE CO.
Western Sales Agents
693 Mission Street San Francisco, Cal.

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Genuine **"PHILADELPHIA"** Lawn Mowers

1869—GOLDEN ANNIVERSARY—1919

STANDARD OF THE WORLD

22 Styles Hand Mowers
5 Styles Horse Mowers
3 Styles Motor Mowers

The Most Complete and Up-to-date Line on the Market

A Mower for Every Condition and Requirement

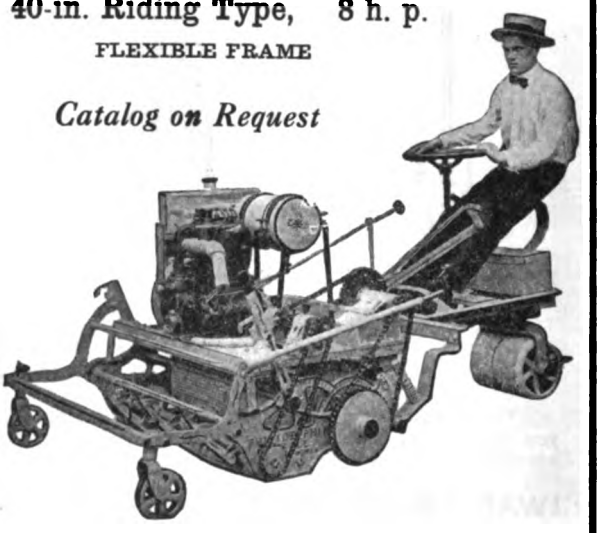
Special folder fully illustrating and describing Motor Mowers, the most up-to-date and satisfactory on the market, in operation all over the country, in parks, cemeteries, large estates, institutions and Government grounds, proving their superiority.

THE PHILADELPHIA LAWN MOWER CO.
31st and Chestnut Streets
PHILADELPHIA, PA., U. S. A.

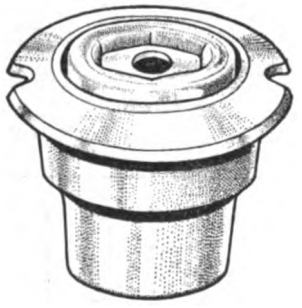
HAVEN & HAVEN, 508 Mission St., San Francisco, Cal.
San Francisco Selling Agents

30-In. Walking Type, 4 h. p.
40-in. Riding Type, 8 h. p.
FLEXIBLE FRAME

Catalog on Request



Thompson Adjustable Sprinkler Heads



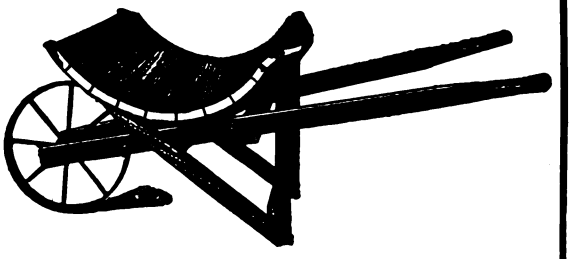
For Permanent Lawn Sprinkling systems embody the utmost simplicity in construction and efficiency in operation.

Made of brass and zinc,
Will last a lifetime

Write at once for folder or information regarding sprinkling systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue,
LOS ANGELES

IN STOCK



Wheelbarrows, Concrete Mixers, Gas Engines, Hoists, Wheels, Hand Carts, Car Movers, etc.

Ask for Price List 319

KEEP YOUR PRODUCT ON WHEELS

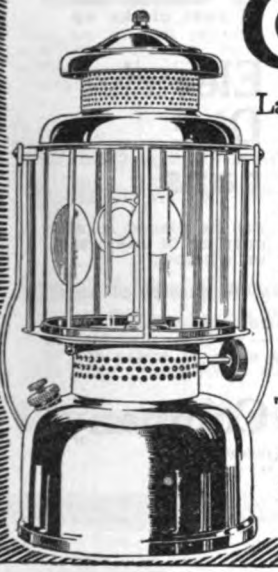
San Francisco, Cal.

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Easy To Sell!

Hundreds of dealers are enjoying easy sales and nice profits by handling the COLEMAN line of lamps, lanterns and lighting plants. Coleman originated the portable gasoline lamp and lantern and has led the way in their development ever since. Nation-wide advertising tells your customers about Coleman products. Dealer helps and cooperative selling plans bring customers to your counter for easy closing.

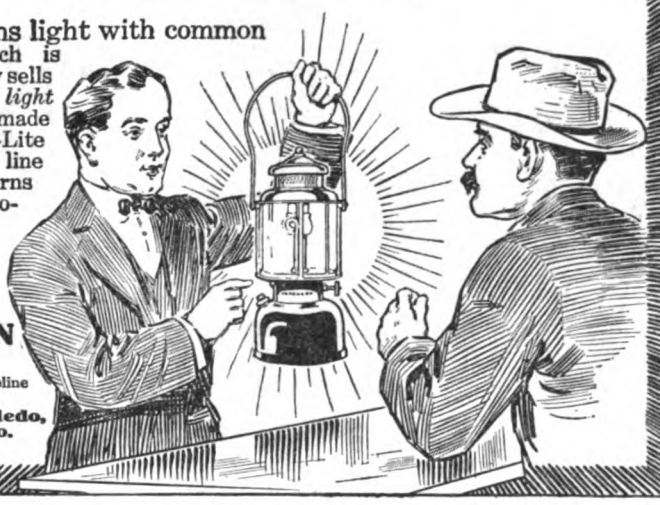
Coleman Quick-Lite



Lamps and Lanterns light with common matches. No torch is needed. The novelty sells many, but its the *light* they give that has made the Coleman Quick-Lite the biggest selling line of lamps and lanterns in the world. Absolutely safe.

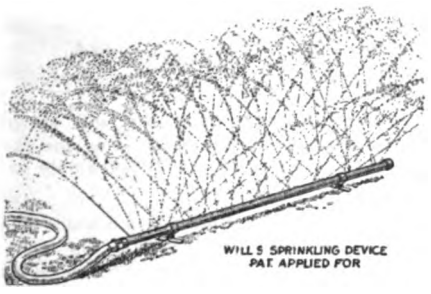
Write Nearest House for Particulars. Sold Only Through Dealers.

THE COLEMAN LAMP CO.
(Originators of Portable Gasoline Lamps and Lanterns)
Wichita, St.Paul, Toledo, Dallas, Chicago.



Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1918"

Three Superior Qualities

Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust — No Leaks — Solid standards — securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.
607 CROCKER ST. LOS ANGELES, CAL.

"Easy Emptying" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers

California Hdw. Co. — Pacific Hdw. & Steel Co.
Failing-McCalman Co. — The Schaw-Batcher Co.
Honeyman Hdw. Co. — Schwabacher Hdw. Co.
Holley-Mason Hdw. Co. — Seattle Hardware Co.
Marshall-Wells Hdw. Co. — The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.
Hoffman Hdwe Co.

The Specialty Mfg. Co.

ST. PAUL, MINN., U. S. A.

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Keep Your Store Cool

Just an ordinary electric fan will not ventilate. Real ventilation means to replace bad air with good.

Hot, stuffy, stagnant air—air that is full of fumes, steam or dust must be removed—and often—to keep the efficiency of your clerks up to the mark.

"Buffalo" Electric Disc Fans

can be placed in an opening in any wall or window.

They positively make a **complete change of air** every few minutes.

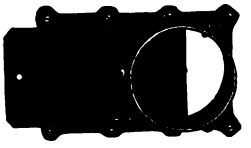
You get fresh air and continuous circulation.

Put your problem up to us — we'll recommend the proper equipment—but be sure to write for Bulletin 262-37.

Buffalo Forge Company

BUFFALO, N. Y.

BLAST GATES



We make these Blast Gates ourselves of the best material obtainable and they are absolutely the best and finest gate on the market.

These gates are used for closing pipes, supplying blast to furnaces, forges, boilers, etc.; for use in exhaust or blast pipe systems and various other ways.

Made in a large assortment of sizes.

Also steel and "Armco" ingot iron locked seamed pipe in light and heavy gauges.

Our prices are lowest—get them.

BERGER BROS. CO.

229-231 Arch Street, PHILADELPHIA

American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

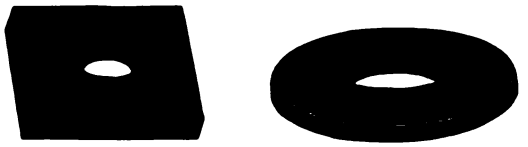
Manufactured by

The Wm. Connors Paint Mfg. Co.

1852 TROY, N. Y. 1918

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There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

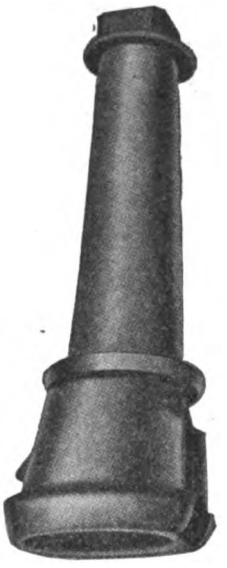
Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

Gray Iron Castings



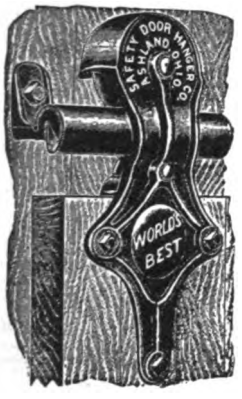
Capacity production enables us to supply the Hardware Trade with a full and complete line of Farm Wagon and D V Skeins, in all sizes.

Can also furnish reach plates, rub irons, brake shoes and other gray cast iron parts.

All orders cared for promptly.

Specifications and quotations on request.

Kentucky Wagon Mfg. Co.
Incorporated
Louisville, Kentucky



YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

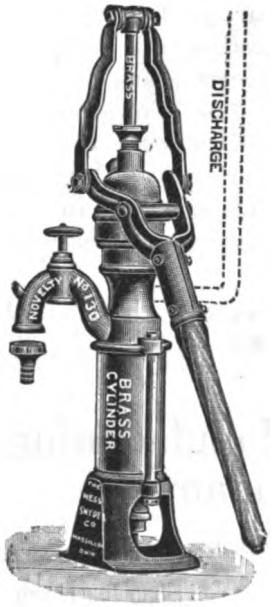
SAFETY DOOR HANGER CO.
ASHLAND, OHIO, U. S. A.

C. N. & F. W. JONAS, Rialto Bldg., San Francisco, Cal., and Equitable Savings Bank Bldg., Los Angeles, Western Representatives.

GET IN A SUPPLY OF

NOVELTY FORCE PUMPS

And treat your customers to the best.



(No. 130)

We are the manufacturers of the original 'Novelty' Pump for wells and cisterns. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio

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SIMONDS SAWS



"I Tell You, It's a Great Saw!"

Simonds are in popular demand wherever saws are used. A line of Simonds Saws carried by a live hardware dealer means better business for the store, because Simonds customers are satisfied customers, who appreciate high grade goods. In Simonds they get the best there is in saws.

Simonds Manufacturing Company

"The Saw Makers"

Portland, Ore. Seattle, Wash.
San Francisco, Cal. Vancouver, B. C.

YOUR TRADE WANTS

FILES OF QUALITY

The Highest Grade Coil File Made

IT'S A TOOL

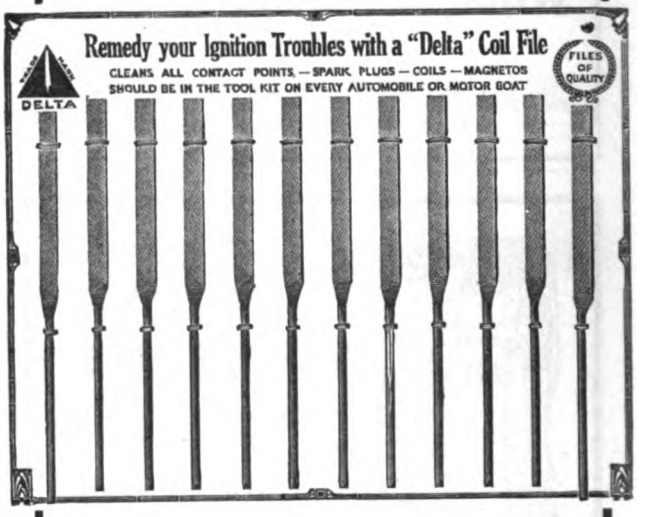
TRADE MARK DELTA

Will Please Your Customers

Needs Only to be Displayed to Make Sale

REMEDY *Your* IGNITION TROUBLES *with*

DELTA COIL FILE



Cleans All Contact Points, Spark Plugs, Coils, Magnetos

Should be in the Tool Kit on Every Automobile or Motor Boat

High Grade Files for Every Purpose

TRADE MARK DELTA

DELTA FILE WORKS

PHILADELPHIA, PA., U. S. A.

FILES OF QUALITY

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"SAMSON"

MEANS STRENGTH

SAMSON HAND & BENCH PUNCHES are a boon to every workman on the job.

SAMSON No. 1 HAND PUNCHES appeal because:

1st—Their very powerful leverage—10 to 1 ratio.
2d—Have greatest punching capacity for size & wt.
3rd—Make no burr after cutting.
4th—Interchangeable punches and dies—in 7 sizes—easly inserted and removed.
5th—Easy to work and comfortable to handle.
6th—Weight one pound, length 8 inches—can be carried in your pocket or kit.

A NECESSITY FOR EVERY SHOP

The SAMSON No. 3 BENCH PUNCH, with a powerful leverage of 24 to 1, is intended for work beyond the capacity of the Samson Hand Punch and will punch holes from ⅛ to ⅜" in soft metal up to 12 gauge.

Extra sets of punches and dies, size ⅛, 3-16, ¼, 5-16 and ⅜", easily inserted and removed.

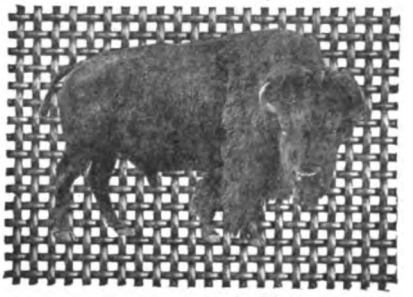
Has detachable tubular handle and weighs only 20 lbs.

THESE are the POINTS that SELL Samson Punches. Catalogue showing our complete line on request.



MACHINE APPLIANCE CORPORATION
351 Jay St., Brooklyn, N. Y.

"BUFFALO"



Trade Mark Reg. U. S. Pat. Office

WIRE CLOTH

Insures QUALITY, SERVICE AND SATISFACTION wherever used. Made in steel galvanized, brass, bronze and many other metals.

If you are not thoroughly acquainted with "BUFFALO" Wire Cloth, send for copy of our No. 8 AF Catalog which will be mailed gratis upon request.

A yellow tag like this with the imprint of the "BUFFALO" is on every piece or roll of genuine "BUFFALO" Wire Cloth. It is our guarantee and your protection.

Buffalo Wire Cloth

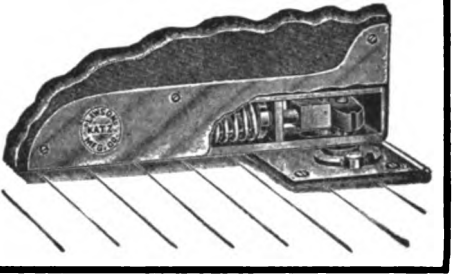
BUFFALO WIRE WORKS COMPANY
Formerly Scheeler's Sons
524 TERRACE - BUFFALO, N. Y., U. S. A.



Surface Floor Spring Hinges



Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL release of door. INVISIBLE TOP PIVOT AND SOCKET. MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.



LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois
New York Office, 85 Walker Street



GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

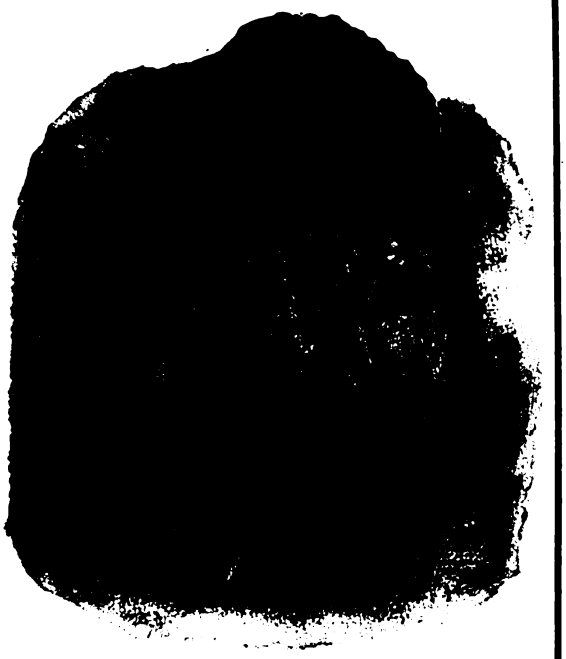
J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY,
Western Representative,
Lankershim, Cal.

THOS. M. GARDINER,
Oregon and Washington
Representative P. O.
Box 299, San Francisco.



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"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

Established 1863

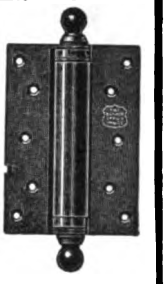
ONLY

BOMMER

DOUBLE ACTING SPRING BUTT HINGES



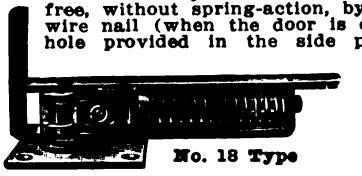
have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge

Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD
CLOTHES LINES
SOLID BRAIDED ROPE

SHADE CORD
MASONS' LINES
CHALK LINES

Send for catalogue and samples.

Samson Cordage Works

BOSTON, MASSACHUSETTS

ATLAS

10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles

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MADE IN THE UNITED STATES OF AMERICA
WORCESTER, MASS.



MANUFACTURERS

WOOD SCREWS

MACHINE SCREWS

CAP SCREWS SET SCREWS

STOVE BOLTS

RIVETS BURRS

NUTS

REED & PRINCE MFG. CO.

WORCESTER, MASS., U. S. A.

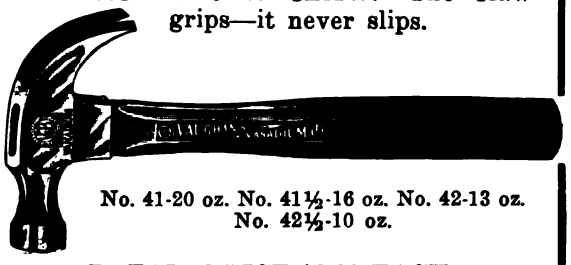
V&B

Vaughan's Vanadium NAIL HAMMER

AMERICA'S PREMIER NAIL HAMMER

Vanadium purifies the steel and prolongs the life of the Hammer.

All Vaughan's Vanadium Nail Hammers have our Non-SLIP CLAW. The Claw grips—it never slips.



No. 41-20 oz. No. 41½-16 oz. No. 42-13 oz. No. 42½-10 oz.

RETAIL PRICE $2.00 EACH

For sale by all jobbers.

VAUGHAN & BUSHNELL MFG. CO.
Makers of Fine Tools
2114 Carroll Ave. Chicago

"LENOX"

HACK SAWS



AMERICAN SAW & MFG. CO. HACK LENOX SAWS SPRINGFIELD, MASS. U.S.A.

BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.

GARDENS — GARDENS — GARDENS



Never—were there so many people engaged in Gardening.

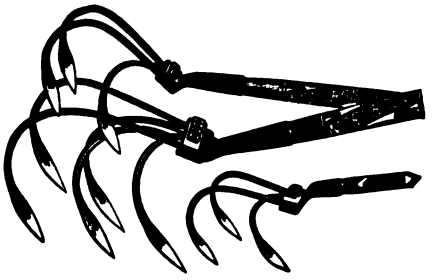
Increased production, is our Country's cry.

"NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

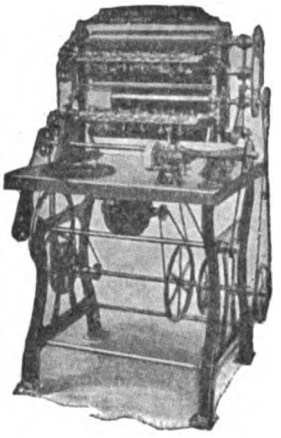


C. S. NORCROSS & SONS
Manufacturers BUSHNELL, ILL., U. S. A

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Economy Demands Resharpening of Blades

Never before were new safety razor blades so scarce, so high in price and so hard to get.



Men who shave with safety razors, and that includes the big majority, are rushing to stores that sharpen blades to have their old blades resharpened. Put a

Hatfield Complete Sharpening Machine

in your window and you'll get the cream of the sharpening business in your town, because no other machine sharpens blades so satisfactorily.

The Hatfield is the only machine in the world that sharpens with a lateral motion.

And with wonderful rapidity—12 blades (any make) sharpened perfectly every 5 minutes. It's the biggest money maker on the market.

Write for the Evidence—we'll send it.

HYFIELD MFG. COMPANY

21 WALKER STREET NEW YORK CITY

ALLEGRETTI RAZOR STROPS



made from carefully selected leather and treated by a secret process will retain indefinitely the soft, but effective, qualities which have established an enviable reputation for Quality and Durability.

THE ALLEGRETTI MFG. CO., practical razor strop-men, employ only the most experienced men, and use the very best of materials, as it is their aim to give the customer the best strop possible.

With Our Motto, "Nothing Less Than Perfection," we call attention to

No. 200—Genuine Swaty Combination strop of selected leathers in brown and black, self-honing, fashioned handles, square nickel swivel, an elegant strop for private use. Size 2¼ x 24 in.

No. 250—Combination strop of Royal Seal leather, brown with black select horsehide, self-honing, round nickel swivel. 2¼ x 24 in.

All our Leather and Web strops are weather and climate proof. Every strop stamped "Allegretti" guaranteed as to quality.

No. 252—Combination strop of yellow and black horsehide, of extra fine quality, has square cut handles, and oval black swivel. Size, 2¼ x 24 in.

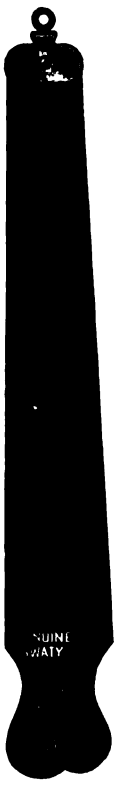
Every strop stamped.

Let us send you our Catalog.

DON'T WAIT

Western Representatives, GRIFFITH SALES CO., 461 Market St., San Francisco.

ALLEGRETTI MFG. CO., Geneva, N. Y.



"STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.

Trade "SEBCO" Mark

STOCKS AT

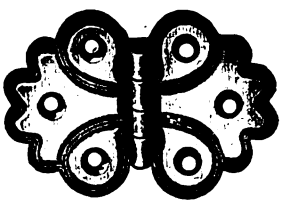
147 Cedar Street, New York
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EMBOSSED SURFACE HINGES

Fourteen different styles and sizes in

THE BRAINERD LINE

GOOD SELLERS



GOOD PROFIT

No. 1015

THE BRAINERD MFG. CO.

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Western Branches

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Standard for Sixty-Five Years

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We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. O. J. CHILDS CO., Utica, N. Y.

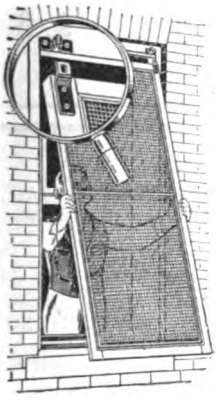
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STIMPSON GROMMETS WASHERS



70 FRANKLIN AVE. BROOKLYN, NEW-YORK



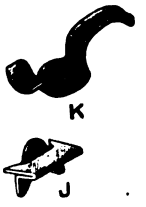
Give Them PHENIX QUALITY

In Screen and Storm Sash Hangers and Fasteners

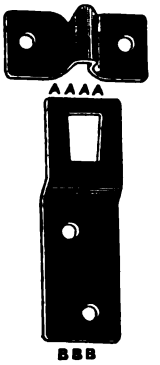


Phenix Storm Sash Hangers and Fasteners are simplest, handiest, easiest applied, most efficient—that's why they sell best. New improvements put them in a class of their own. Write today for Catalog showing full Phenix line. Samples free.

Sold by all leading jobbers of the Northwest.



No. 30 Fastener



No. 114 Hanger

PHENIX MFG. CO., 038 Center St., Milwaukee, Wis.

Sold by All

Leading Jobbing and Supply Houses



Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

Buy a

SAMSON or ROWELL

Railway Car Mover

And Have a

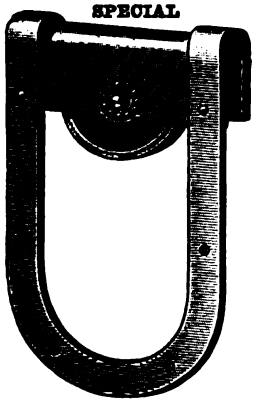
LITTLE SWITCH ENGINE

OF

YOUR OWN

PRICE EACH, $5.00

SPECIAL



Lane's Special

Barn Door Hangers

These Hangers have U shape frame, the form of the original Lane. The wheels are completely covered and will run on any length of track.

Sold by the hardware trade everywhere.

Manufactured by
LANE BROS. CO.
River St., Poughkeepsie, N.Y.

Sells to Every Belt User



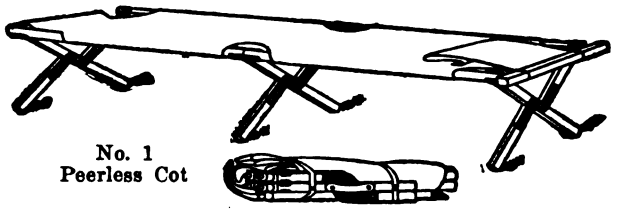
Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO ILL.

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No. 1
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Cots, Chairs, Stools

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LEADER
The Right Kind for You to Handle

STAR HEEL PLATES



No. 4

FAST SELLERS
MADE IN 7 SIZES

SHOE STANDS & LASTS

THE BEST MADE



OUR PRICES ARE RIGHT, TOO.

Empire Guaranteed

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STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

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EASY TO GET RID OF THE POCKET GOPHER WITH THE

O. K. GOPHER TRAP

SURE TO CATCH AND SURE TO HOLD

Manufactured by

The Abingdon Trap Co.

Abington, Illinois, U. S. A.

FOR SALE BY LEADING JOBBERS THROUGHOUT THE WEST



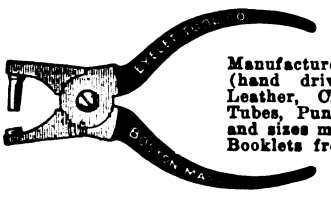
THE TRAP THAT TAKES THE GO OUT OF GOPHER

SAND'S PLUMBS AND LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

J. SAND & SONS - Detroit, Michigan



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

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Peters

.22 Cal. Long Rifle Semi-Smokeless Cartridges

were used by Mr. Arthur Hubalek in winning the

Indoor Championship of the United States

at the annual tournament of the .22 Cal. Indoor League, New Haven, Conn., Feb. 10 to 15, 1919

SCORE 2462 OUT OF A POSSIBLE 2500 POINTS

There is but one **Semi-Smokeless** powder—the one that has proved its superiority time and again, in the big rifle contests of the past fifteen or twenty years, and in the ordinary every-day shooting of thousands of particular sportsmen in every section of the country. The qualities and performance of **Peters Semi-Smokeless** are not theoretical, but practical and oft-proved.

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HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

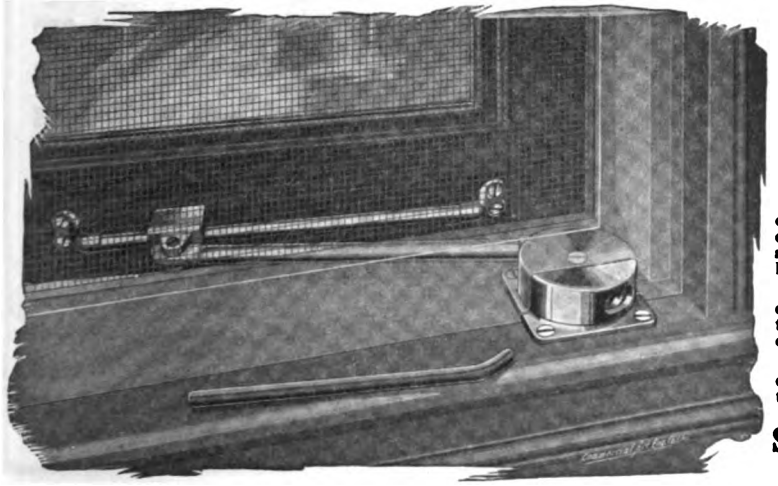


Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.

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STIMULATE THE SALE OF MANY ITEMS WHICH EVERY UP-TO-DATE HARDWARE MERCHANT SHOULD FEATURE

We can Supply you with a Complete Assortment of

Golf Goods — **Fishing Tackle**
Tennis Goods — **Guns and Ammunition**
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Automotive Equipment
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Every Item of DEPENDABLE QUALITY and SERVICE
Equal to the Best

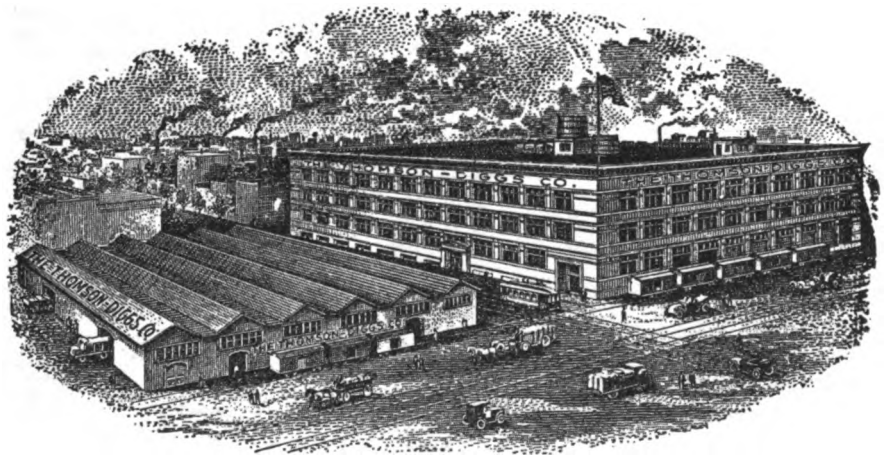
SALT LAKE CITY, UTAH

The Salt Lake Hardware Co.

POCATELLO, IDAHO

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

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The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

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THE
GENUINE
Hildebrandt Spinners
and Flies

MADE ONLY BY
The John J. Hildebrandt Co.
Logansport, Indiana
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SEE THEM AT YOUR DEALERS

Honeyman Hardware Co.
Ninth and Hoyt Streets
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New Perfection
Oil Cook Stoves

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In Tents, Cots, Chairs, Stools, Beds
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Prompt, Courteous Service

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$4

Half a Million Sam-E-Kars for 1919

Only by this increased production are we enabled to reduce the price to Four Dollars

Better construction and finish than ever.

$4

A Child's Hand Car



No Foot Action
It Saves Shoe Leather

Something New
Under the Son

Adjustable to Age of Child

GROWS WITH THE CHILD — FOR GIRL OR BOY

Dealers are never overstocked with odd sizes. The SAM-E-KAR can be adjusted to the size for which there is the greatest demand.

If your jobber cannot supply you write us for information.

BAKER-SMITH COMPANY
Rialto Building, San Francisco

TOOLS



A few mechanics' tools along with other hardware from a local jobber keeps the INVESTMENT down and SALES possibilities up.

Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH
Wholesale Only

H-W-1

NEW HAVEN
SLUMBER STOPPER

ONE DAY ALARM

With Radium Dial and Hands

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.



Height ...5¾ inches
Dial .....3¾ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3¾ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

MORGAN & ALLEN CO.
150 Post Street, San Francisco, California

The Schaw-Batcher Co.

SACRAMENTO, CAL.

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Pipe and Fittings
Canton Steel
Ammunition
Sporting Goods

Sargent & Co.
Builders' Hardware
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HAMMOND LUMBER COMPANY

WHOLESALE HARDWARE

SPECIALIZING IN BUILDERS' HARDWARE

Sargents Locks and Hardware,
Nails, Bolts and Barbed Wire,
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Upson Board.

Galvanized and Painted Corrugated Iron,
Northwestern Expanded Metal Lath.
Composition Roofings, Screen Cloth,
Netting.

Full and complete lines of these materials stocked in carload quantities. We solicit your inquiries

Offices and Warehouses, Twentieth and Alameda Streets **Los Angeles, California**

H. ROTH & SONS

SPECIALTY

HARDWARE JOBBERS

We Carry

Sargent's Locks

and

Shelf Hardware

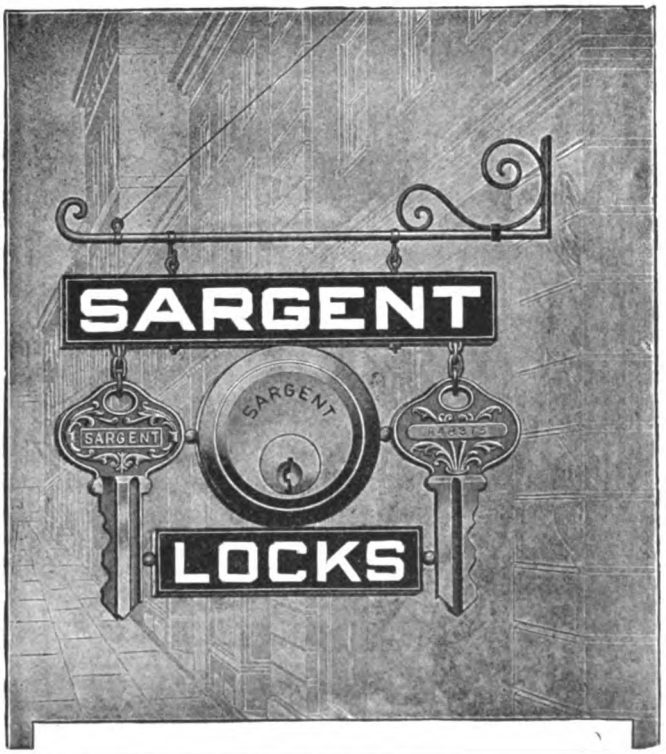
Every hardware merchant is familiar with **Sargent Packages**

They are uniform — the goods are nicely wrap'd and of superior quality.

"Try Us First"

H. ROTH & SONS

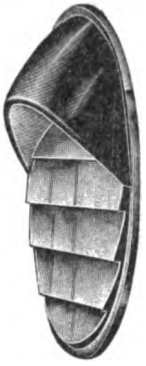
Specialty Hardware Jobbers
942-944-946 Mission St.
San Francisco, Cal.



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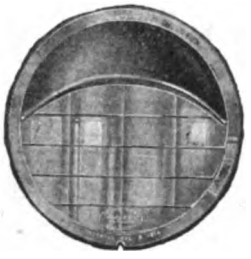
HEADLIGHT LENSES

A very stringent State Law has been passed by the legislature, making it compulsory for all autos to be equipped with a Headlight Lens, which has passed inspection and test under State regulations. This test will be made by the University of California. The Macbeth and Liberty Lenses were both passed by the State of New York with the highest honor, actually making better records than any others with one exception, one on which the test was equal; they are both guaranteed to fulfill the requirements of the law, and are really the finest lenses and show a better value for the price than any other. The law is operative and will be enforced July 22nd.



Macbeth

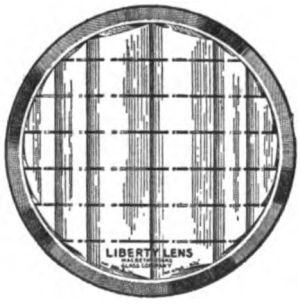
The alarming increase in the number of automobile accidents caused by glaring headlights has definitely established the need for a device that will eliminate the glare and still give the long range and side lighting necessary for safe driving. The engineering skill which produced the wonderful Macbeth lighthouse lenses was concentrated upon this problem, with the result that now Macbeth automobile lenses are giving the same measure of safety to those who motor over land as the Macbeth lighthouse lenses are giving to travelers upon the ocean and inland waters.



Macbeth Lenses are not only scientifically built to give long range and ample side lighting, but because of their uncommon design, add to the appearance of the car on which they are used. The green visor, designed primarily to redirect all upward rays downward, gives them a distinction not possessed by any other headlight glass. Directions for proper installation are enclosed with each pair. Made in all sizes to fit standard lamps.

Liberty

Freedom from Glare



The Liberty Lens was designed to meet the requirements of the various laws and at the same time to utilize all the available light efficiently. The front surface of the lens is divided into six perpendicular recesses which spread the beam of light so that the most abrupt turns can be made with safety. Seven transverse prisms on the rear face bend the light accurately so that the rays pass under a line 42 inches from the ground measured 75 feet in front of the car, thus meeting the requirements of the various state laws. Briefly, the performances of the Liberty Lens can be summarized as follows:

(1) Elimination of all glare.
(2) Long range (300 to 400 feet).
(3) Splendid side lighting.

WHOLESALE DISTRIBUTORS

DUNHAM, CARRIGAN & HAYDEN CO.

San Francisco, California, U. S. A.

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THE G & J MARK OF QUALITY

New Auto Motive Catalog



We take pleasure in announcing the completion of our new Auto Motive Accessory Catalog, which we will be pleased to supply to dealers upon request.

We have taken great pains to make this book a comprehensive reference authority and trust it will prove of material assistance to our many friends interested in automobile accessories.

It is our purpose to carry a large and complete stock of everything in the way of automobile accessories, and sincerely trust that we may have the privilege of supplying a portion of your requirements in this line.

Among the more important and everyday commodities in this department we especially recommend G & J Tires and Veedol oils and greases.



Cordially yours,

Baker, Hamilton & Pacific Company

Wholesale Distributors

Seventh, Townsend and King Sts.,

SAN FRANCISCO

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GEE, IT IS HOT!

BUTTER SOFT, MILK SOUR?

NOT IF YOUR CUSTOMER IS
USING AN

Alaska or Herrick Refrigerator

DISTRIBUTED BY

MANGRUM & OTTER, Inc., SAN FRANCISCO



THE PACKHAM
Stove Pipe Crimper and Beader

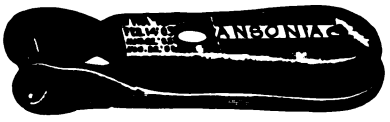
MADE BY

THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us

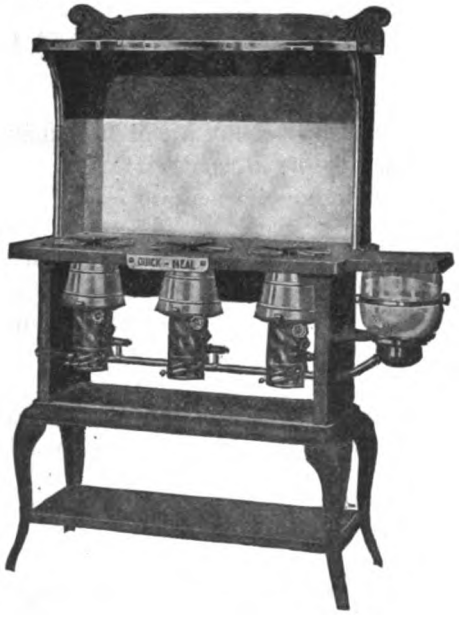
"ANSONIA" NAIL CLIP 15 CENTS

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.



Write

H. C. COOK CO. - ANSONIA, CONNECTICUT



"QUICK MEAL" Oil Stoves

Have proven themselves to be the best.

That is why there are so many more of them sold than others.

Write and Secure Agency

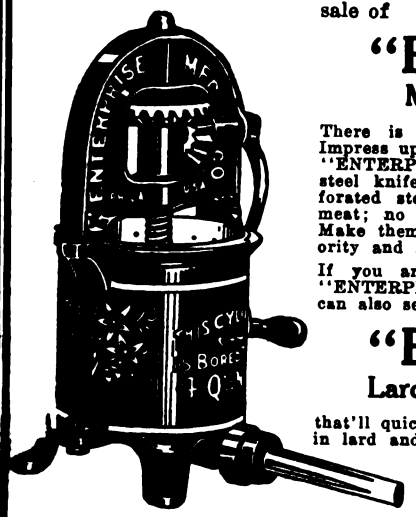
RINGEN STOVE COMPANY Division of American Stove Company

C. H. SCHIECK, *Pacific Coast Agent*

715 INDIANA STREET, NEAR 19th - - SAN FRANCISCO, CALIFORNIA

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Famous for Its Steel Knife and Plate



4 Qt. Size, Japanned, $11.00
6 Qt. Size, Japanned, $12.50

Quick turnovers, good profits, and satisfied customers are the inevitable rewards of the dealer who stocks and reasonably pushes the sale of

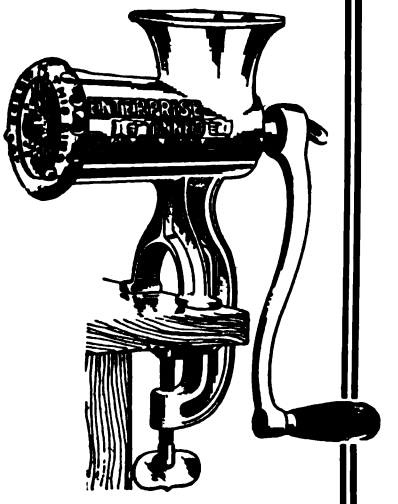
"ENTERPRISE"
Meat and Food Choppers

There is always a demand for these choppers. Impress upon your customers the importance of the "ENTERPRISE" cutting principle—the four-bladed steel knife and its perfect contact with the perforated steel plate. No tearing or mangling the meat; no squeezing out of the nourishing juices. Make them see "ENTERPRISE" chopping superiority and sales are assured.

If you are in a farming community, for every "ENTERPRISE" Meat-and-Food Chopper sold, you can also sell an

"ENTERPRISE"
Lard Press and Sausage Stuffer

that'll quickly pay for itself in the saving effected in lard and sausage.



"ENTERPRISE" Meat-and-Food Chopper
No. 5, Family Size.....$3.00
Large Size $4.75

"ENTERPRISE" literature furnished any dealer on request

THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA, U. S. A.
29 Murray Street, New York City 77 O'Farrell St., San Francisco

"YANKEE"
QUICK RETURN
In 3 Sizes

With spring in the handle to drive bit back quickly. Holds it extended for overhead work.



No. 130—For all general work. Very popular.

No. 131—Heavy pattern, for general house carpentry and heavy screw driving. Becoming very popular.

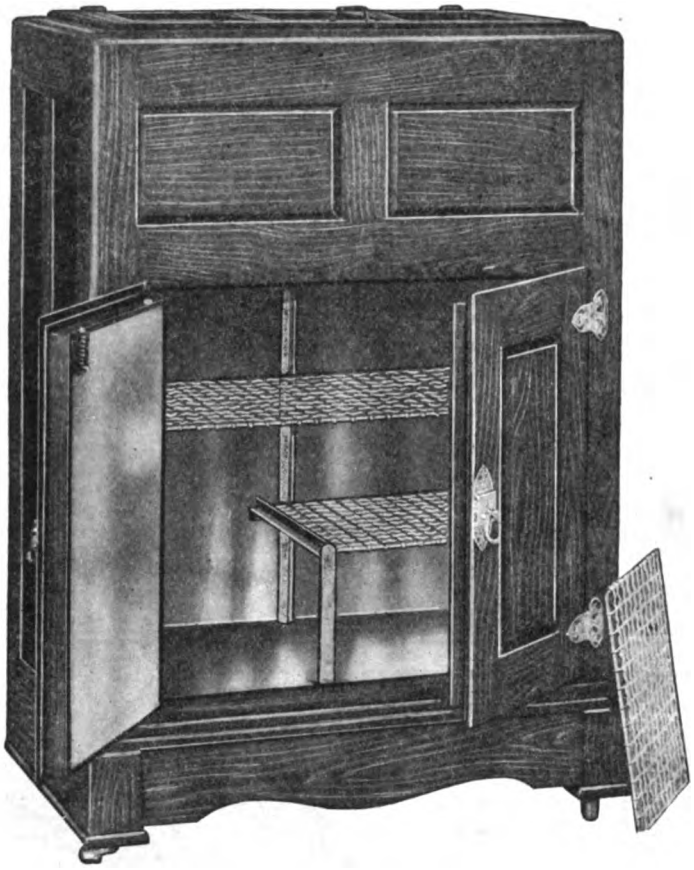
No. 135—Small size, for smaller screws, electrical work, and wherever a large number of small screws are frequently driven.

Your Jobber will supply you.

NORTH BROS. MFG. CO.
Philadelphia, Pa.

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MONARCH DRY AIR REFRIGERATORS



The three prime factors in a good refrigerator should be perfect preservative results, with economy of ice; hygiene or cleanliness, and durability. These desirable features are ensured in the popular Monarch line by a strong circulation of dry air; well insulated walls with dead air spaces; removable metal air flues, waste pipes and traps, rendering all parts of the interior easily accessible for cleaning, and by honest materials and construction. Money expended on a so-called refrigerator built without regard to practical results, simply to sell at a low price, should not be considered by dealers and users who desire to avoid spoiled food and large ice bills.

The Monarch is an old-established and popular line, but new and up to date in modern features.

It comprises a complete variety of styles with ash and oak cases, lined with porcelain; galvanized steel, white enameled; bright tinned wire shelves, and attractive hardware.

Prices are moderate, and liberal stocks are carried by the jobbers.

UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

It Will Pay You to Send for Catalogue and Investigate

MONARCH REFRIGERATOR WORKS
BURLINGTON, VERMONT

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Genuine "Acme" Fry Pans and Spiders

Cost no more than imitation or inferior articles



But they Build Up Your Trade and Satisfy Your Customers

Insist on the

Genuine Acme

if you want ware of uniform and highest quality

Examine Samples of This Ware and prove it for yourselves



Sold by all First-Class Jobbers throughout the West

ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES

LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company

BROOKLYN, NEW YORK

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Faultless Caster Company

Evansville  Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

Digitized by Google

MAGNETIC CLOTH

CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known.



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for 10 Cents

GOTTSCHALK TRADE MARK

Send us your jobber's name if he can't supply you.

Manufactured by

JOHN W. GOTTSCHALK MFG. CO.

Lehigh Ave. and Mascher St. Philadelphia, Pa.

McDONALD & LINFORTH,
Pacific Coast Reps., 789 Call Bldg., San Francisco.

The New "Liberty" Postal Scale

A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—at the new 3c per ounce rate — as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale" — capacity two pounds. Finished in gold bronze or oxidized copper.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.

West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Ore.



A HOT WEATHER QUICK SELLER

When the mercury is high and housewives want to iron in comfort, easy sales are ready and waiting for you. Prospects are half sold on the

THE Royal Self Heating Iron

It's simple, it's sure, it's sound in principle and design—850,000 satisfied users now, and more being added every day.

We supply you with Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc.

Write for details and address of your nearest distributor.

ROYAL SELF-HEATING IRON CO.

Big Prairie, Ohio

Build Goodwill Custom For Your Store

Wherever you sell a Sturges Steel Churn you have commenced to make a lifetime customer, and pleased customers are your best advertisements. And Sturges Steel Churns deliver a satisfactory service of efficiency and economy.

Sturges & Burn Mfg. Co.: Waynesville, Ohio
I have used one of your steel churns nearly two years and think there is none better. It is easy to operate, easy to keep clean and a time saver. I positively could not do without it on the farm. MRS. M. ROGERS.

This testimonial brings out the points in Sturges Steel Churns which make them easy to sell. Place one on display and you will attract the churn buyers of your neighborhood. All drawn steel barrel, heavily tinned. No corners to retain dirt. Cannot soak up moisture. Easily cleaned and kept pure and sweet. Attractively finished in red and blue enamel. A lifetime of service assured by its all-steel construction. Made in four sizes. Sturges Steel Churns mean more and easier sales and increased profits. Write for circular No. 35X.



Sturges & Burn Mfg. Co.

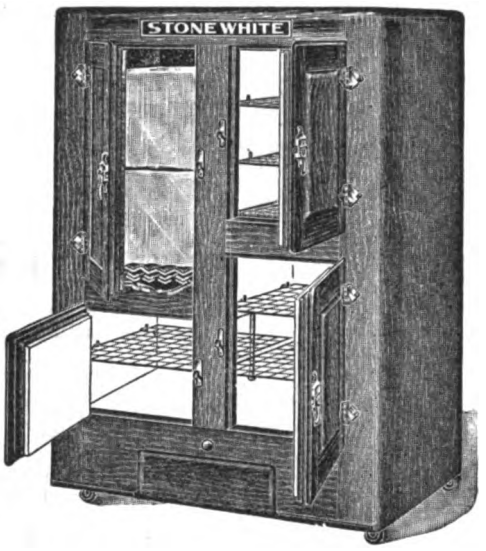
Makers of Sturges Guaranteed Capacity Milk Cans

Chicago, Illinois

Sturges Steel Churns

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White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

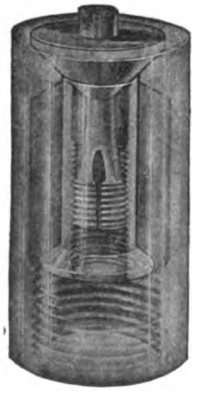
To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.

Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo.
Melbourne, Australia

POP UP LAWN SPRINKLER





Closed

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half-inch connections. Has 25′-0″ distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.
PITTSBURG VALVE & FITTING CO., Barberton, Ohio.
or
AUTOMATIC LAWN SPRINKLER CO.
209 Scott Bldg., Salt Lake City, Utah



Open

POP UP LAWN SPRINKLER

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MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the *"REAL SOLID"* Line the most complete on the market.

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company

WOOSTER, OHIO



Three sizes of Pail
Four sizes of Can

Your Best Customers Already Know About This Can and Pail



In the leading magazines for years we have been showing them why Witt's Can and Pail outlast two ordinary cans; why they are 29 times stronger than plain steel; why the dog-proof lid keeps odors in, keeps dogs out.

The market is ready for Witt's Cans and Pails. Display the product in your store and quick sales are sure.

THE WITT CORNICE CO.
CINCINNATI, OHIO

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co....San Francisco
Dohrmann Commercial Co.....San Francisco
Dunham, Carrigan & Hayden Co..San Francisco
Heyman-Weil Co.....San Francisco
Holbrook, Merrill & Stetson, Inc., San Francisco
Mangrum & Otter, Inc.....San Francisco
Seller Bros. & Co.....San Francisco

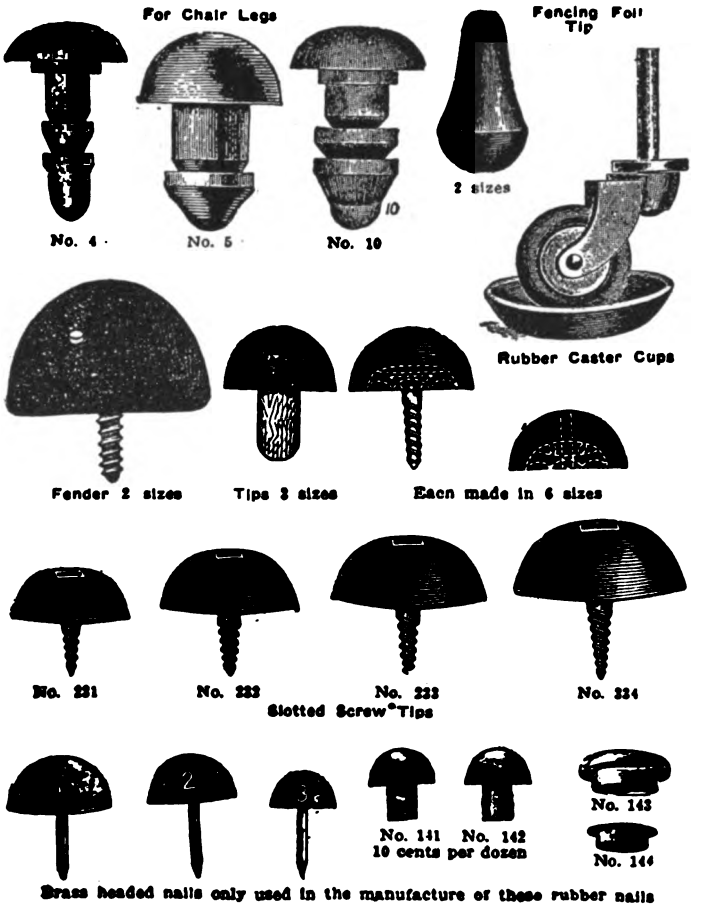
WITT'S CAN and PAIL

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Some High Grade Standard

Rubber Tips and Bumpers

That ought to be in your stock

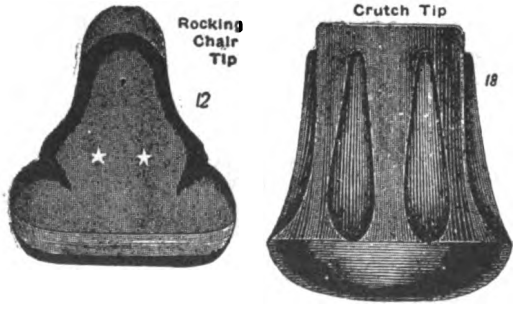


Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you, to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.



THE ELASTIC TIP COMPANY

370 Atlantic Avenue

Boston, Mass., U.S.A.

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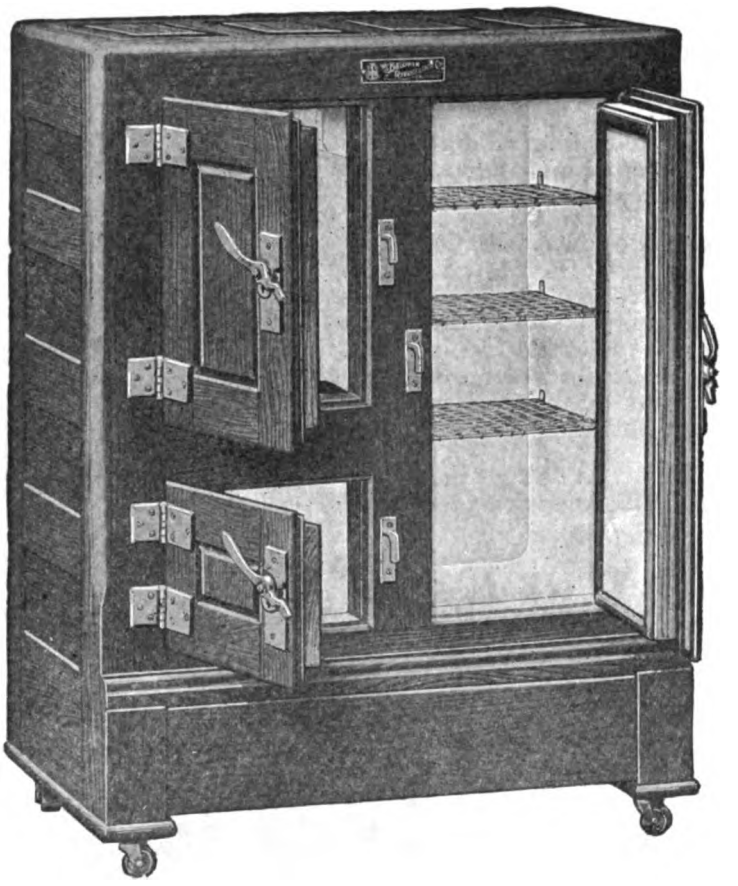
VIKO



Sauce Pan
One of the many
Viko Products

The Popular ALUMINUM

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DRY AIR

We were the first to talk about **Dry Air** in Refrigerators—about 45 years ago. And "they" laughed at us—said "it was an impossibility. A refrigerator with wet ice in it just had to be damp."

Now they call theirs "dry air," so we must have been right.

But now, same as 45 years ago, the Baldwin is the only perfectly dry refrigerator on the market.

Baldwin air circulation—different from the others—does it.

Our catalogue shows 150 styles of the "Dry Air" kind—one of them will please you.

The Baldwin Refrigerator Co.

Burlington, Vermont

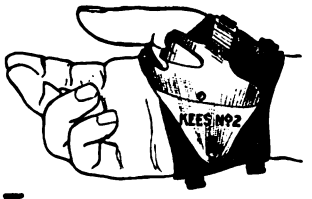
Stock carried by HEYMAN-WEIL CO., San Francisco, Cal.

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Big Little Profit Builders

Kees Money Making Devices for Hardware and Building Material Dealers

Easier Corn Husking



Kees Corn Huskers

are unusually convenient tools for husking corn. They relieve the hands and wrists from strains. No more discomforts.

KEES make faster work possible—80 to 100 bu. a day without extra effort. Widely used in the corn belt.

Heavy pliable leather and high grade steel are the materials used. This accounts for the satisfaction and durability of the Kees huskers.

A complete line of hook huskers and thumb cots meet your customers' most exacting desires. Be prepared for a brisk demand.

Sold by Your Jobber. Or Write to Us

SEND FOR LISTS AND SAMPLES DEPT. 18

F.D. Kees Mfg. Co. Beatrice, Nebr.



RUTENBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

write for our complete Catalog and Trade Discounts.

RUTENBER ELECTRIC CO.

Marion, Ind., U. S. A.

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*

El-an-Ge Enameled Ware

and

Pearl-Agate
Turquoise Enameled Ware

New York Chicago Boston San Francisco

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HAVE YOU SEEN OUR NEW

Assortment Folder?

It is especially suited for a dealer who sells tumblers as a side line

THE BELMONT TUMBLER CO.
BELLAIRE, OHIO



HARDWARE merchants are meeting with great success in selling

2 BROOMS IN 1

Freight paid on 5 dozen.
Send for details

Lee Broom & Duster Co., Lincoln, Nebr.
(50 years making better brooms)

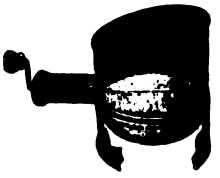
Are you selling enough razors? We send you this handsome metal display case free with your first order of Genco Razors.

Write Today



Genco RAZORS

GENEVA CUTLERY COMPANY
157 Gates Ave., Geneva, N. Y.
Largest manufacturers in the world of high grade razors



GENUINE
HUNTER'S SIFTER
The Standard for a Quarter-Century

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO
Bender Street Hamilton, Ohio



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only $14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.

Manufacturers HOT SPRINGS, ARKANSAS

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CAN YOU SHOW IT TO THEM?

Boys all over the country are reading tempting advertisements every week on the

Auto-Wheel Coaster

And the

Auto-Wheel Convertible Roadster

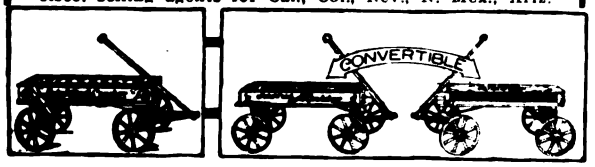
The message is carried by 13 magazines. It sends prospective buyers (boys and their parents) right to hardware and boys' specialty dealers to see these wagons.

And we follow up every inquiry we get, instructing the prospect to buy from our dealers.

We have two sure-fire sales-accelerators to clinch the matter. We will outline these plans to any dealer who is interested.

THE BUFFALO SLED CO.

Dept. A., N. Tonawanda, N. Y.
Factories: N. Tonawanda, N. Y., and Preston, Ont., Can.
New York Office: 108 Chambers St.
Seattle Office: 214 Maritime Bldg.
Johnson Sales Co., 408 Wells-Fargo Bldg., San Francisco, selling agents for Cal., Col., Nev., N. Mex., Ariz.



THE UAJUSTIT CAR

Pat. July 3d, 1917

4 CARS IN ONE

Absolutely in a class by itself; will stand all kinds of knocking around, as it is the strongest child's car made; will hold up 250 pounds.

Cannot Tip Backward



YOU ADJUST IT to the littlest kiddie 15 months old, and so right on up to the boy or girl of 10 years old.

FINISH—Highest grade of two coat and auto enamel. Yellow body and red wheels.

CONSTRUCTION—Metal bearings, forged steel axles, powerful steering post and steel truss, making it indestructible.

SHIPPING WEIGHT AND DIMENSIONS—Crated in boxes of 2 dozen cars knocked down. Size of crate, 30 in. wide, 19¾ in. high, 32¾ in. long. Wt. 194 lbs.

For Sale by America's Leading Hardware Jobbers

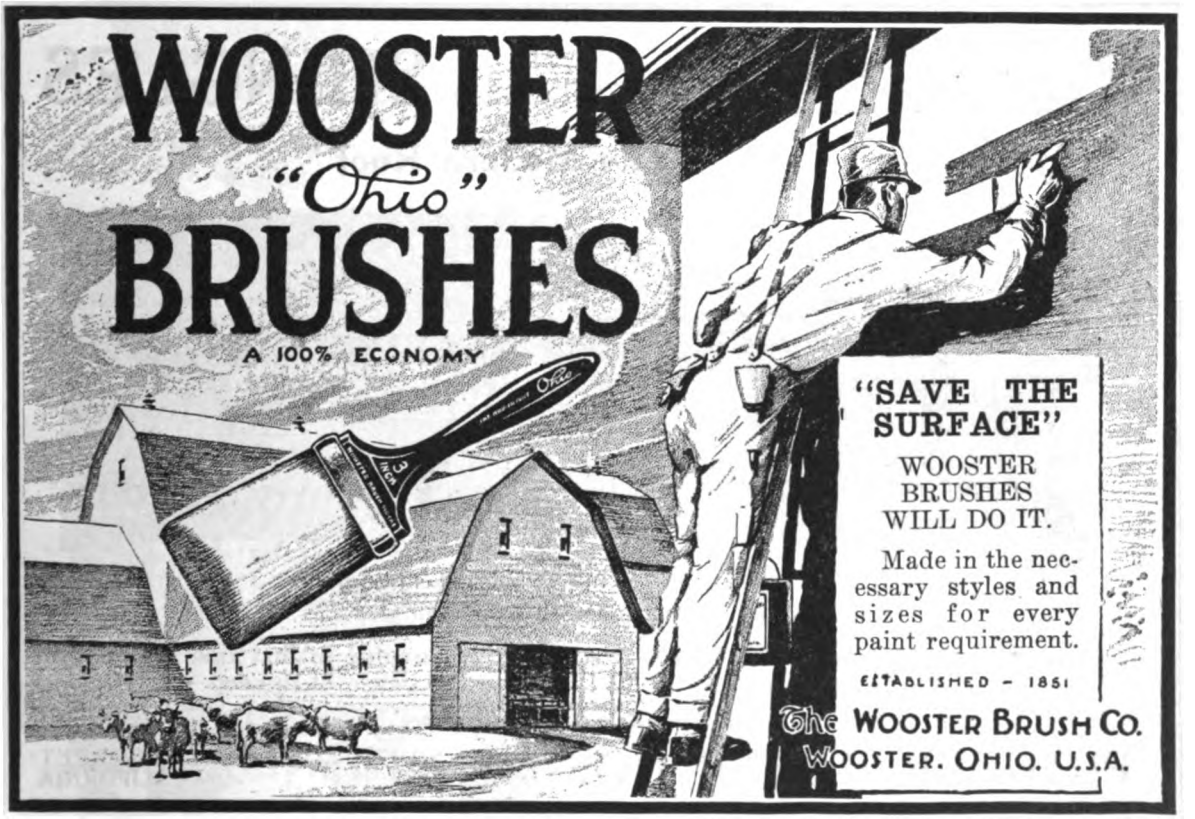
THE ADJUSTABLE SALES CORPORATION

1040 Jay Street, Rochester, New York

W. H. WILBURN, 602 Williams Bldg., San Francisco, Cal., Western Representative

WOOSTER "Ohio" BRUSHES

A 100% ECONOMY



"SAVE THE SURFACE"

WOOSTER BRUSHES WILL DO IT.

Made in the necessary styles and sizes for every paint requirement.

ESTABLISHED - 1851

The WOOSTER BRUSH CO.
WOOSTER. OHIO. U.S.A.

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THESE JOBBERS HANDLE

Avis Sanitary Fly Traps

They Know a Good Thing When They See It

Union Hdw. & Metal Co....Los Angeles	Thomson-Diggs Co..... ..Sacramento
Harper & Reynolds Co.....Los Angeles	Krakauer, Zork & Moye's Succ....
Hoffman Hardware Co.....Los Angeles	.....El Paso, Tex.
California Hardware Co....Los Angeles	Seattle Hardware Co....Seattle, Wash.
Abbott Hardware Co.....Los Angeles	Marshall-Wells Hdw. Co..Portland, Ore.
Holbrook, Merrill & Stetson, Los Angeles	Tritch Hardware Co.....Denver, Colo.
Dunham, Carrigan & Hayden.....	Albert Steingeld Co.....Tucson, Ariz.
.....San Francisco	Palace Hdw. & Arms Co..Phoenix, Ariz.

THE FLY SEASON IS HERE

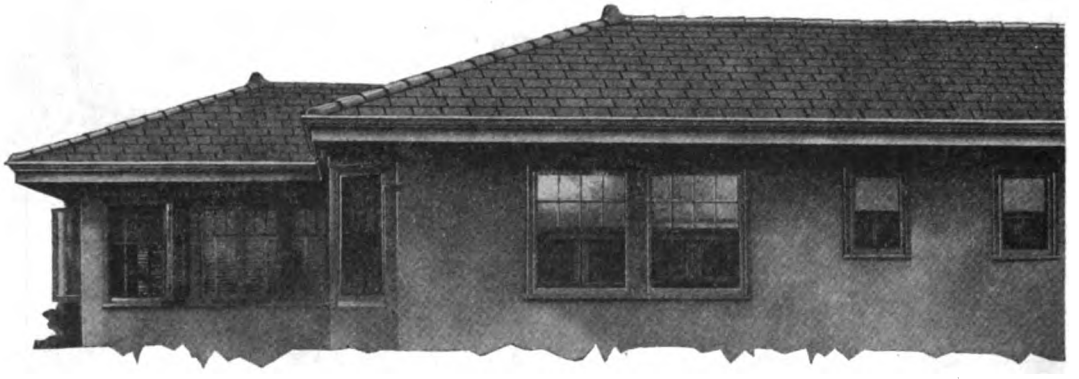
ACCEPT THEIR JUDGMENT AND PLACE YOUR ORDER TODAY

MANUFACTURED BY

A. B. AVIS POMONA CALIFORNIA

Pioneer SLATE . . . SURFACED SHINGLES

"The Modern Roof"



The artistic effect of Pioneer Slate Shingles cannot be secured with wood shingles

No maintenance cost—practically fire proof —low insurance rate

Very reasonable in first cost and no expense of upkeep

Manufactured by

Write for Samples and Prices

PIONEER PAPER CO. 247-251 SOUTH LOS ANGELES STREET LOS ANGELES - - - CALIFORNIA

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They Sell Themselves





Mr. Merchant

Are you getting your share of the Washing Machine business in your city? It's there for you with long profits.

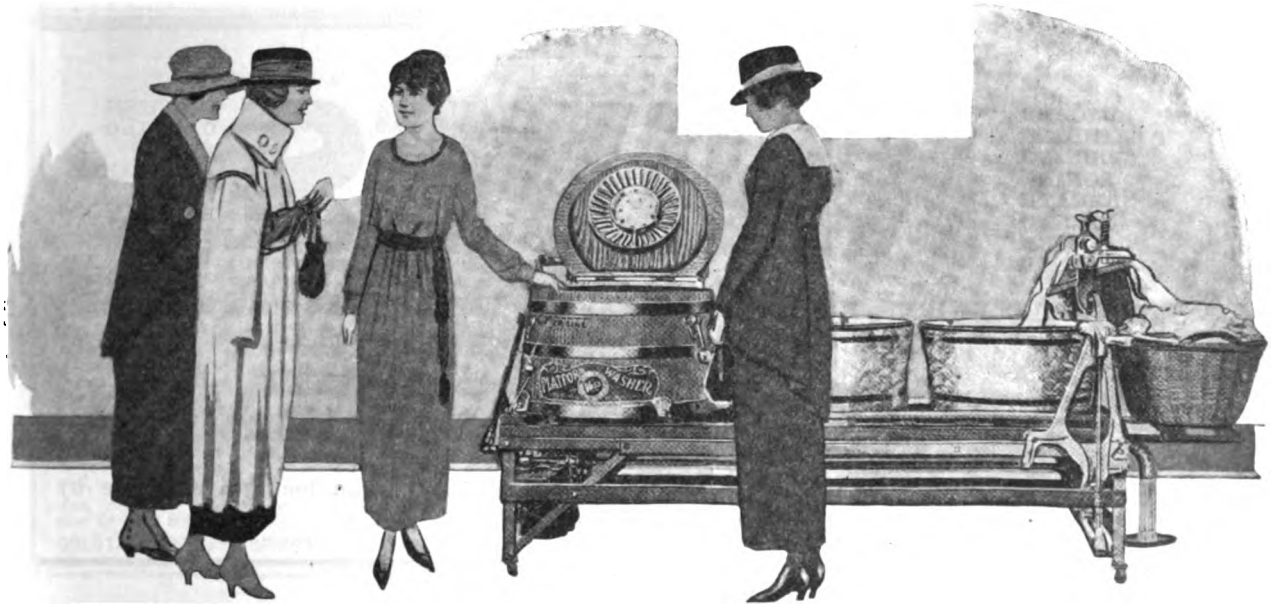
The Modern Housewife

Needs only to see the efficiency, conveniences and durability of a VOSS WASHER and she becomes an enthusiastic user and an advertising medium in the community.

Write Today for Our Co-operative Agency Plan

The Heyman-Weil Co., San Francisco, Cal.
Wholesale Distributor for California and Nevada

VOSS BROS. MFG. CO.
DAVENPORT, IOWA



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DESIGNED FOR SERVICE

Keen—Convenient—Durable



For general trade purposes FOSTER BROTHERS' Cutlery is unrivaled. Properly ground, tempered, balanced and sharpened, ready for use, it is guaranteed to meet the most severe requirements. Knives, Cleavers, Carvers, Splitters, etc., of every type and for every purpose. Universally noted for quality and serviceability. Half a century of experience has produced the very best cutlery to meet all needs.

By giving your customers distinguished service you increase your profits and enhance your reputation as a high class dealer.

Write for Catalogue No. 17, fully illustrating and describing Foster Brothers' Complete Line of Cutlery

JOHN CHATILLON & SONS

Established 1835

85 CLIFF STREET NEW YORK, N. Y.

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once

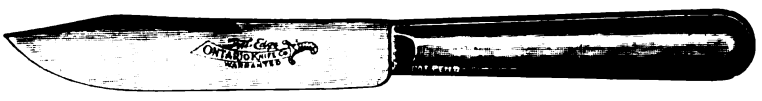


BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

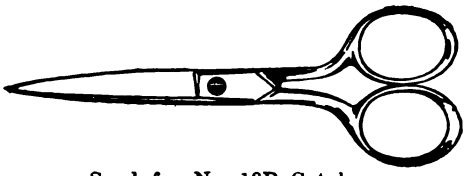
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"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments sell Scissors for dealers very quickly.

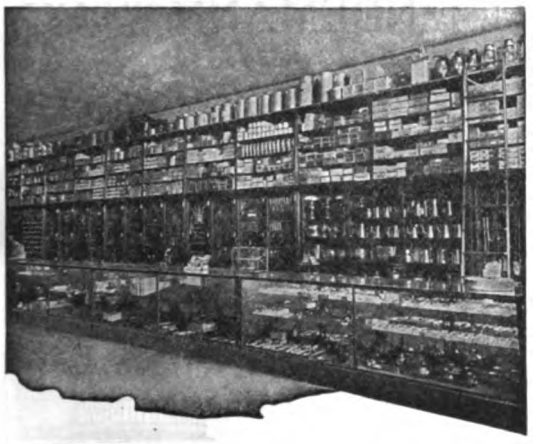


Send for No. 18B Catalog.

We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY
250 North Av., Bridgeport, Conn.

SALES AGENCIES IN
New York, Chicago, St. Louis, San Francisco, Los Angeles, Seattle, Salt Lake City, Denver, Minneapolis and Toronto.



"Oh, That Reminds Me!"

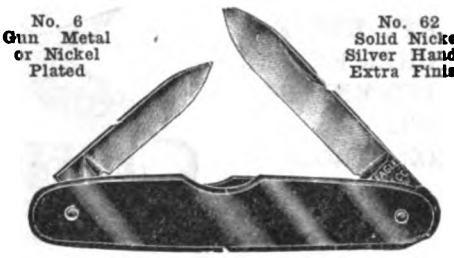
Not only is Hardware Shelving for the storage of merchandise, but its one big function is to draw and attract trade—to remind those who enter the store of things they need or should have.

Shelving with display simplifies hardware selling. It makes shopping easy for your customers, showing them at a glance the very articles they have in mind, saving your clerk's time and their own in making quick selections.

"DULUTH" SECTIONAL HARDWARE SHELVING is more than ordinary shelving, it is a salesforce in itself that cannot be ignored by the wide-awake merchant of today—and it isn't as costly as you may think.

Ask for our complete catalog No. 100, that explains the Duluth Systems of Hardware Displays.

DULUTH SHOW CASE COMPANY - Duluth, Minn., U. S. A.



Can Be Furnished With Advertisement Stamped on Handle

American Pocket Knives

To Retail from 10 to 50 Cents

12 Patterns

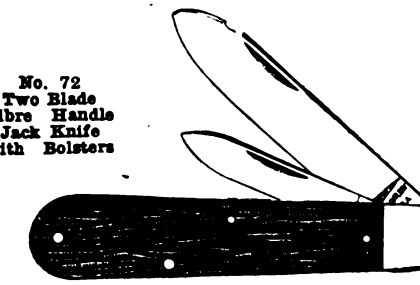
Handles in nickel plated and gun metal finishes, also solid nickel silver and black fibre.

Blades open and close with a snap. Properly tempered and ground sharp.

BETTER NUMBERS ARE HIGHLY POLISHED

Geo. Borgfeldt & Co.
NEW YORK

Sole Distributors for
EAGLE POCKET KNIFE CO.
DIXON CUTLERY CO.



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POCKET KNIVES
BUTCHER KNIVES
PARING KNIVES
RAZORS
RAZOR STROPS



SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE

California Stock Pattern

We specialize in Stock and Ranch Knives for the Western trade.

WESTERN STATES CUTLERY & MFG. CO.

Write for Samples and Prices Mfgrs. of Cutlery and Cutlery Products BOULDER, COLO.

Here It Is!



"BABY"

Trade Mark Reg. U. S. Pat. Off.

Hammerless Revolver

The "BABY" has had a remarkable sale for years, and is evidently just what campers, automobilists and other sportsmen are looking for. Only 4 inches long, and 6 ounces in weight. Six shot—.22 caliber. Blued and nickel finish.

Also Manufacturer of the "HEXALL" Ratchet and Socket Wrenches

BREAK ANY SEDGLEY WRENCH AND WE REPAIR IT—NO CHARGE

Ask Your Jobber or Write

McDONALD & LINFORTH,
Pacific Coast Representatives,
739 Call Building, San Francisco, Cal.

R. F. SEDGLEY, *Manufacturer*
2311-13 N. 16th St., Philadelphia, Pa.

THE FISHING SEASON IS ON
Have Joe Welsh Leaders and his wonderful "Blue Devil" Darning Needle in stock.
Both are indispensable

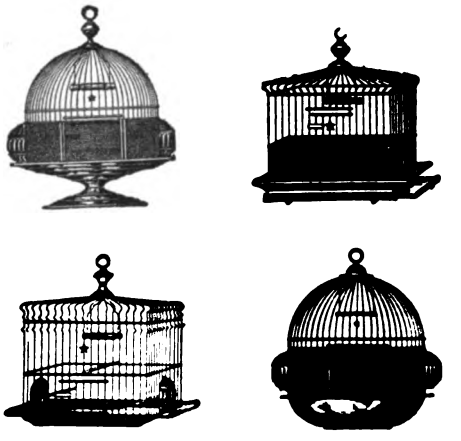
OK SEAL OF QUALITY



JOE WELSH
PASADENA - - CALIFORNIA
Exclusive Agent U. S. and Canada

O. LINDEMANN & CO.

35 and 37 Wooster St., New York *Established 1863*



Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash. Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.

Digitized by Google

SOME MORE good Tools

By The Village Blacksmith Folks

QUALITY

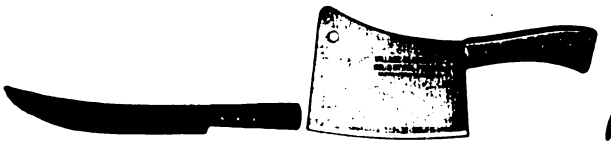


No. 1. King Assortment

QUALITY



No. 2. Screw Driver Assortment



Knives, Cleavers



Grass Hooks Corn Knives

WASHINGTON CUTLERY CO., Watertown, Wis.

Majestic Coal Chute

WHEREVER there is a basement you have a prospect for a Majestic Coal Chute.

Because the Majestic is a protection, a convenience and an improvement to every foundation.

SECURE YOUR SHARE OF THE BUSINESS

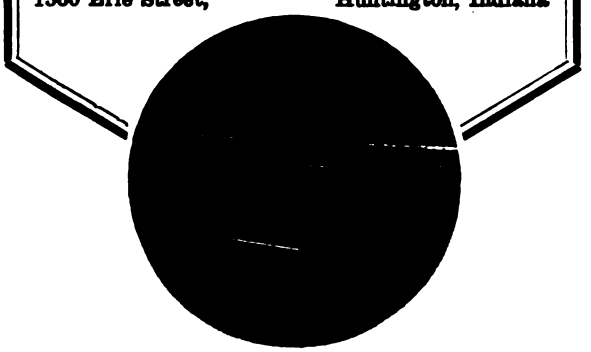
Being created by the Majestic advertising. Over three million readers are being reached by the Literary Digest, House and Garden, House Beautiful, Country Life in America, Keiths Magazine and other publications.

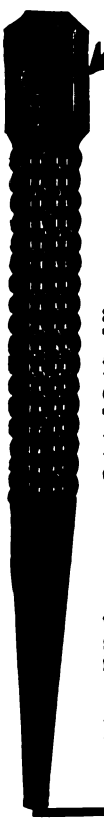
Add to your profits—cash in on the Majestic. Easily installed in homes already built as well as new homes.

Write for catalogue 12N and name of nearest jobber.

MAJESTIC CO.

1360 Erie Street, Huntington, Indiana





"Every blow of the hammer Refines the Steel"

"This NAIL SET won't roll"

Just prove that to your customer and you've practically made the sale. Then clinch it by pointing out the finely knurled patented hand hold, easy to grasp even with oily fingers. Tell him the MAYHEW Square Head Nail Set is *hand forged* from finest crucible steel, electrically tempered.

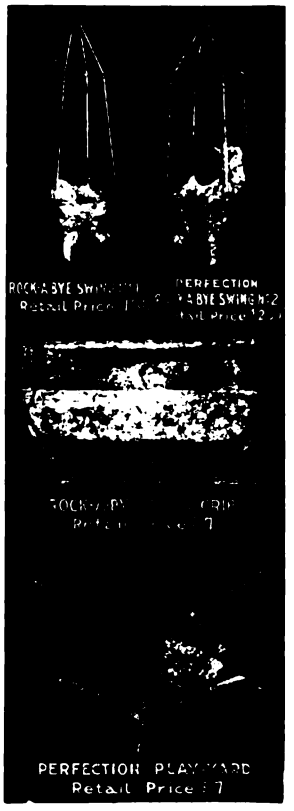
MAYHEW MADE TOOLS ARE RIGHT

Fully warranted by the makers. Next time this customer comes in he will ask to see the MAYHEW model of the tool he is interested in.

At your jobber—or

MAYHEW STEEL PRODUCTS
(Incorporated)
508 Mission Street, San Francisco, Cal.

Digitized by Google



These Products are Selling By the Hundreds of Thousands

Do you realize that there are many retailers selling hundreds of **Perfection Rock-a-bye Products** a month, who are banking hundreds of dollars profit monthly because they push the Rock-a-bye line? You can, too, if you carry the Rock-a-bye line—and if you let people know you carry it by displaying the goods in your windows and mentioning them in your advertising.

WRITE TODAY!

Ask About Our "Dealer Helps"—or See Your Jobber

PERFECTION MFG. CO.

Department W, Cor. Leffingwell and Montgomery Sts., ST. LOUIS, MO.

We offer an Attractive Proposition to Live Representatives



PERFECTION
Swing Bed No. 19
Retail Price $3.00

PERFECTION
Rock-a-ByeWalker No.18
Retail Price $5.00



IT'S "SOME GUN"

OUT SELLS
OUT SHOOTS
OUTLASTS
All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

BENJAMIN AIR RIFLE MFG. CO.
611 N. Broadway
ST. LOUIS - MISSOURI



"THE BENJAMIN"

A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES PROFITS SATISFACTION

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

NEW!

PRESERVED SAN-FLE-BATE FOR BLACK BASS STRIPED BASS, TROUT, ETC. 50c PER TUBE

BY MAIL PRESERVED GRASSHOPPERS 50c PER TUBE



CHAS. H. KEWELL CO.
INC.
Makers of Fishing Tackle
437 Market St.
San Francisco, Cal.

Dealers: Write for prices.

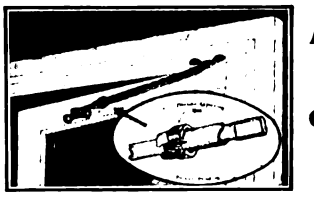
STEWART

Automatic Casement Sash Adjuster

For Hinged Sash

Swing In or Out Transoms

Pivoted Sash



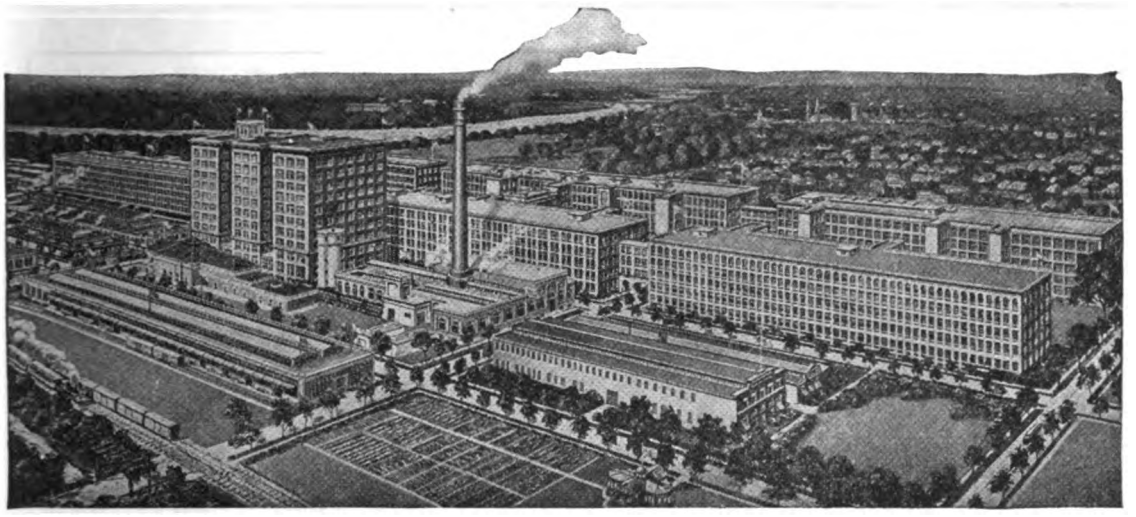
Adjustable Friction

Only takes One-Inch Space

Write Your Jobber for Discounts
Simplest Automatic Sash Adjuster on Market

Stewart Mfg. Co., 1536 Franklin St., Oakland, Cal.

Digitized by Google



We make more than 275 National Cash Registers every day

The National Cash Register is a modern, labor-saving machine that helps merchants, clerks, and their customers.

It protects profits by stopping leaks and losses, temptation, and mistakes.

It adds, records, and classifies many kinds of transactions.

It saves time and money because it does 15 things in 3 seconds.

It enables the merchant to give quick, accurate service.

It more than pays for itself out of what it saves.

It helps merchants make more money, with less expense.

This big plant makes nothing but National Cash Registers

The National Cash Register Company
Dayton, Ohio

Offices in all the principal cities of the world

Digitized by Google



A Woman's Silverware

is a very important item in her household budget. You want to get the woman into your store; a display of 1847 Rogers Bros. Silverware, "The Family Plate for Seventy Years," will bring her there.

Don't let her think that your store has inferior brands; let her know that you handle the best—

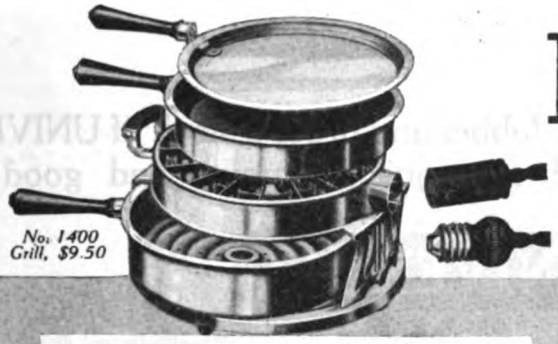
1847 ROGERS BROS.
SILVERWARE

Our new Window Cards will attract her attention. Write our Advertising Department for them, stating what patterns you handle.

INTERNATIONAL SILVER CO., Meriden, Conn.

Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.

Digitized by Google



Manning-Bowman Quality Ware

H. J. GUTE & CO.

150 Post St.,
SAN FRANCISCO - CAL.

Western Representatives

MANNING, BOMAN & CO.
The finest Nickel Plated Ware in the world.

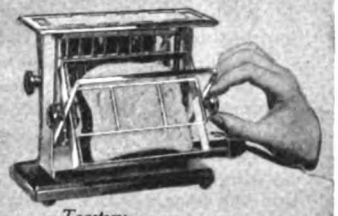
VACUUM SPECIALTY CO.,
HOT-A-KOLD Vacuum Bottles
Lunch Kits

BENEDICT MFG. CO.
Silverware, Sheffield Ware, Clocks, Novelties, Desk Sets, Tin Spoons, Knives and Forks.

THE HANDEL COMPANY,
Most Beautiful Portable Electric Lamps. Electric Floor Lamps.


6 lb. Irons, $6.35


Pot Percolator, Fluted, No. 11093, $13.00
Other Styles, $9.35 up


Toasters:
Reversible Style, $7.00 up
Regular Style, $6.25 up

TRADE HOTAKOLD MARK
VACUUM VESSELS


Tilting Carafes, $10.75 up

Bottles: Pints, $2.25 to $4
Quarts: $4 to $6.50




Carafes, $5.25 up


Jugs $5.75 and up


Decorated Carafe and Jug Sets $12.50 up

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Go!

To your UNIVERSAL Jobber and order a stock of UNIVERSAL BREAD MAKERS which give quick turnover and good profits

The Trade Mark known

UNIVERSAL

in Every Home

THE BREAD MAKERS ALL HOMES NEED



For Small Families
No. 2, per dz. $33.00
Depth of Pail, 7½ in.
Capacity 2 Loaves



Regular Family Size
No. 4, per dz. $45.00
Depth of Pail, 9 in.
Capacity 2 to 6 Loaves



Large Family Size
No. 8, per dz. $54.00
Depth of Pail 11¾ in.
Capacity 4 to 10 Loaves

—EVERY THRIFTY WOMAN IS A PROSPECT—.

With the price of flour reduced and substitutes abolished, home bread making again is coming back strong.

The opening here for sales of Bread Makers is apparent. Unquestionably the best bread is most cheaply made at home and the Bread Maker is an economizer of time which allows the housewife to attend other household duties and pleasures.

There is no guesswork, no waste of materials, time, or labor. There is nothing to do but put in the ingredients, turn the crank for three minutes, and the dough is thoroughly mixed.

By using the UNIVERSAL Bread Maker you do away with the bread raiser and the bread board, as the raising of the dough takes place in the Bread Maker.

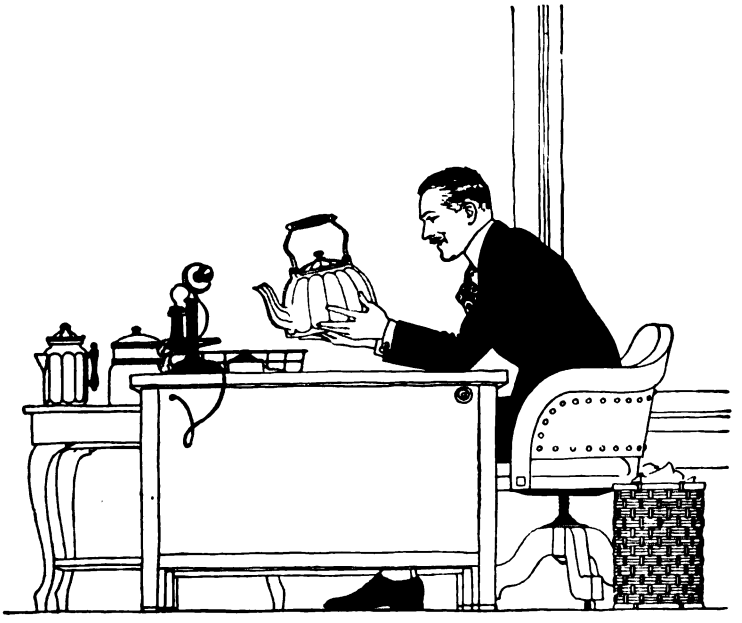
Show women the saving accomplished by using the UNIVERSAL Bread Maker and you will sell a device that will stay sold, sell more, and make money for you.

ASK YOUR JOBBER HOW TO GET UNIVERSAL WINDOW TRIMS, CUT-OUTS, SHOW CARDS THAT WILL CONNECT YOUR STORE WITH OUR NATIONAL ADVERTISING, OR WRITE DIRECT TO US.

LANDERS · FRARY & CLARK

· NEW-BRITAIN CONNECTICUT ·

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He's a Good Merchandiser—

AND knowing that successful buying makes successful selling he put in the Mirro line.

There are no lost sales in this man's store, no dissatisfied customers, because of an incomplete aluminum ware stock.

The famous Mirro line includes everything in aluminum ware that a housewife wants and good merchandising demands.

Tea kettles and coffee pots, boilers and roasters, fry pans and casseroles, skimmers and cooky cutters; and so on down the alphabet of kitchen and table needs goes Mirro, each article an achievement in aluminum craftsmanship, each a *quality* product through and through.

The experience of a quarter century of aluminum making has gone into Mirro. That is why the line comprises the sum total of aluminum needs.

If you are not already handling this big successful Mirro line, write for dealer catalogue.

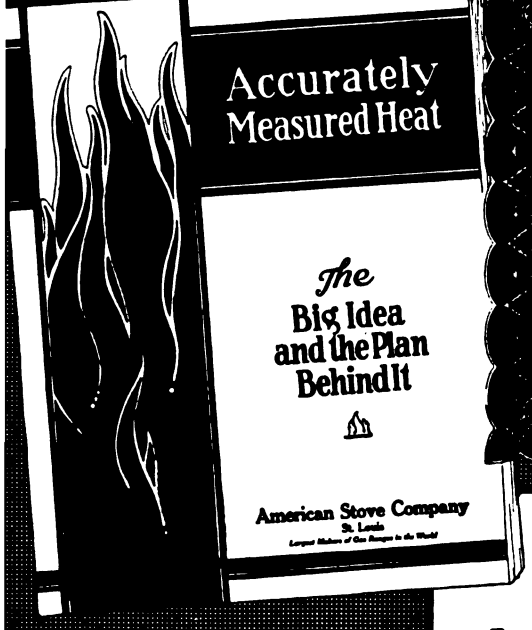
Or if your stock is low replenish it. You lose good profit if you lose a Mirro sale.



Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wisconsin, U. S. A.
Makers of Everything in Aluminum

MIRRO ALUMINUM
Reflects
Good Housekeeping

Digitized by Google



This Coupon Brings This Important Book

AMERICAN STOVE COMPANY,
67 Chouteau Ave., St. Louis, Mo.

Send me a copy of your new "measured heat" book, also details of your advertising and merchandising plan.

Name.....

Street.....

City.....

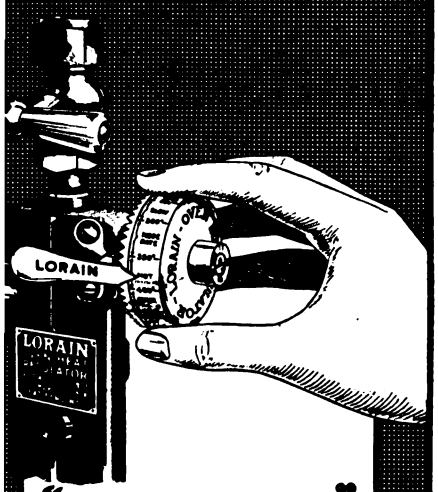
State.....

Send this coupon for full details of a wonderful device and the advertising and merchandising plan behind it

THE "Lorain" Oven Heat Regulator is, we believe, the greatest advancement ever made in the gas range industry. It supplies woman's greatest need—a method of measuring heat accurately, thus assuring perfection in her cooking. It also reduces her kitchen labor and makes home work more enjoyable.

These striking features have sold thousands of "Lorain" equipped gas ranges. But we propose to make this oven heat regulator known in millions of homes and the wanted appliance everywhere. Our merchandising book details the advertising plan and shows you how you can reap a harvest of profits by joining us.

This book does not deal with idle generalities or glittering promises but does contain facts of vital importance to every merchant who sells gas ranges. Already thousands of "Lorain" regulators are in use; hundreds of dealers show increased sales. And the book we send will show you how you can make even greater gains. Will you send for it now? Then sign and mail the coupon at once.



"LORAIN"

is found only on the following gas ranges:

Clark Jewel—
George M. Clark & Co. Div., Chicago, Ill.

Dangler—
Dangler Stove Co. Div., Cleveland, Ohio.

Direct Action—
National Stove Co. Div., Lorain, Ohio.

New Process—
New Process Stove Co. Div., Cleveland, Ohio.

Quick Meal—
Ringen Stove Co. Div., St. Louis, Mo.

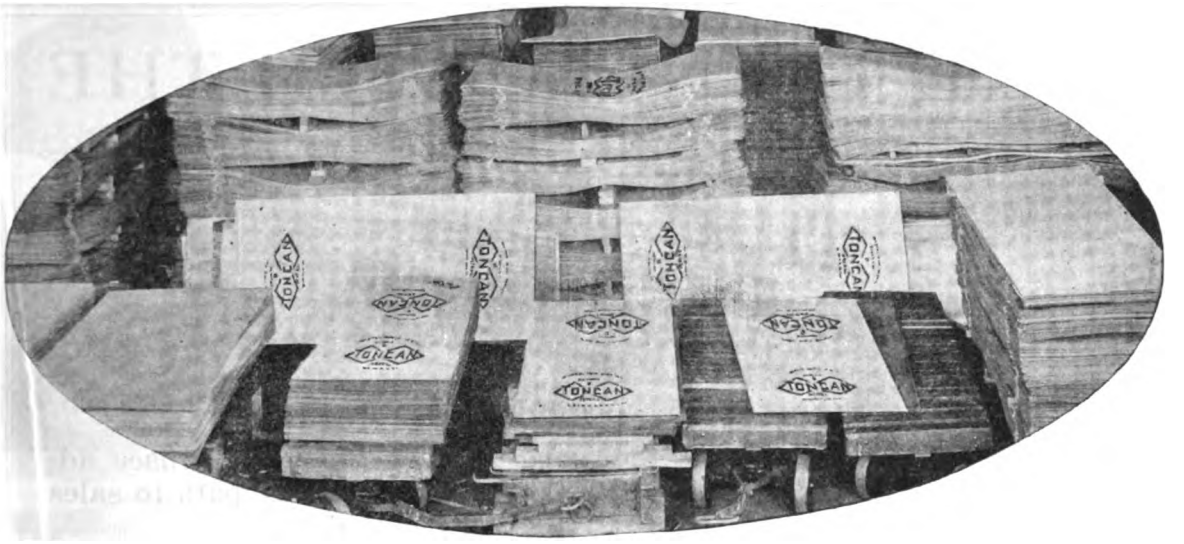
Reliable—
Reliable Stove Co. Div., Cleveland, Ohio.

AMERICAN STOVE COMPANY

Largest Makers of Gas Ranges in the World

67 Chouteau Avenue **St. Louis, Mo.**

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Announcement

TO our patrons and friends we desire to announce that we have added to our line the well known corrosion-resisting Toncan Metal.

We offer this material in many gauges of black and galvanized sheets, plain or corrugated, for Eaves Trough, Conductor Pipe, Roofing, Siding, Flashing, Tanks, Ventilators and every severe sheet metal service.

All inquiries will receive our prompt attention.

FAILING, McCALMAN COMPANY

PORTLAND, OREGON

THE STARK ROLLING MILL CO., Canton, Ohio, Sole Makers

TONCAN METAL

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LINE UP NOW WITH THE

MUELLER PIPELESS FURNACE

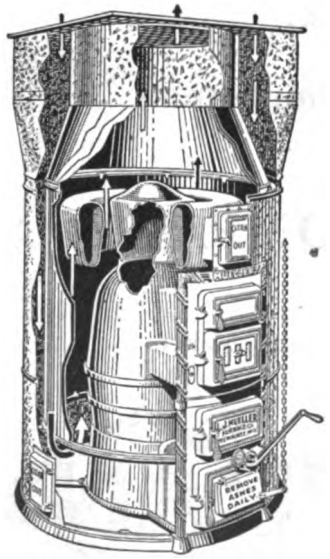
A Fast Seller, Nationally Known!

When you decide to handle the Mueller Pipeless Furnace you make a safe and sound move that is sure to prove satisfactory and profitable for you. The pioneering has been done. The Mueller is already established in a big national way. Thousands of these furnaces have been installed in all parts of the country and have proved their efficiency, economy and reliability. Millions of home owners are reading Mueller Pipeless Furnace advertising, paving the path to sales for Mueller dealers.

Here's your chance to swing in and make the most of an excellent situation—a chance to cash in on a demand already created for a dependable furnace, built by a firm with prestige gained through 60 years of experience in building heating systems of all kinds.

Guaranteed to Heat the Whole House

The Mueller Pipeless scientifically and correctly applies the laws of warm and cool air circulation—and it's the only pipeless furnace that does. Heats every room comfortably—wastes no fuel, does not heat the cellar. Burns hard or soft coal, coke, lignite, wood, gas or oil—saves from one-third to one-half on fuel. Easiest furnace there is to install. No tearing up of walls or floors.



Send for Book and Offer to Dealers

The Mueller Pipeless Furnace booklet tells the whole story about this excellent furnace. And the Mueller agency offer, with the co-operation and support it carries, is mighty interesting. Your name and address on a postal card is all that is required to secure these. Send It Today.

L. J. MUELLER FURNACE COMPANY, 233 Reed St.
Makers of good heating systems of all kinds since 1857.
Milwaukee, Wisconsin

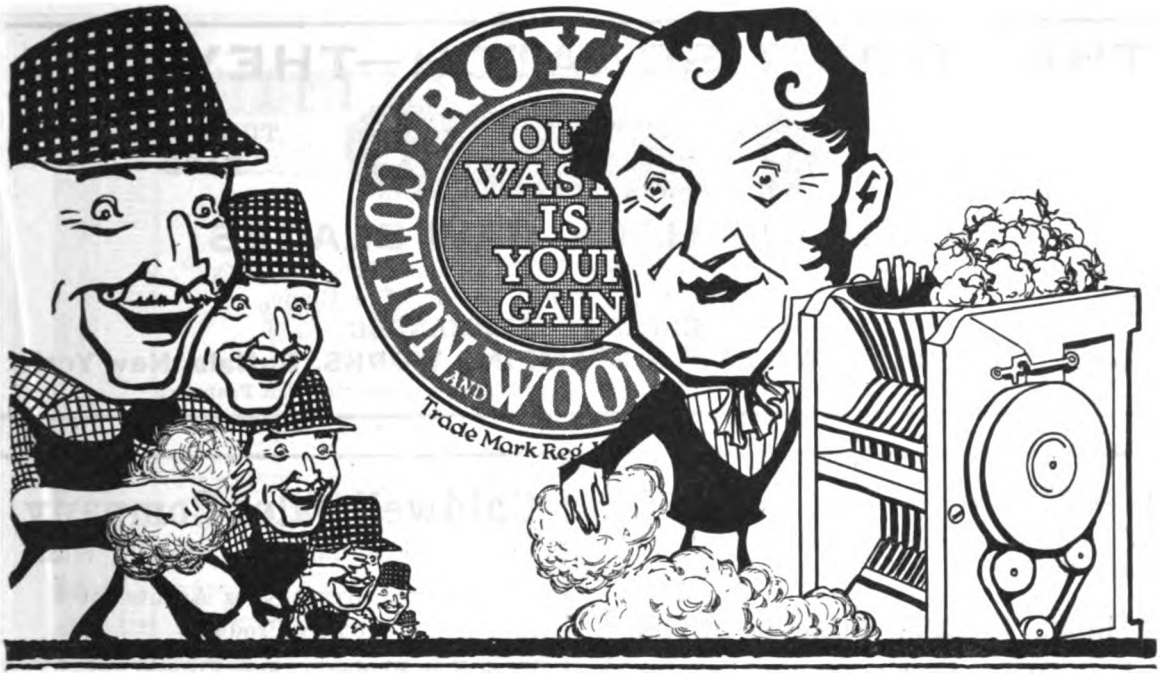
Distributors

THE SALT LAKE HARDWARE COMPANY,
Salt Lake City, Utah, and Pocatello, Idaho

HOLBROOK, MERRILL & STETSON,
San Francisco and Los Angeles, California

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Michigan; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Nebr.; Aberdeen, S. D., Seattle, Wash.

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Making Cotton King

ELI WHITNEY

Inventor of the Cotton Gin
Born 1765 - Died 1825

Whitney's genius was of the sort that combines great enterprise with a minutely accurate appreciation of detail. His cotton gin is one of the very few famous contrivances which were perfected when they were invented.

TWO years to turn out a bale of cotton! That was a man's limit. Fifteen bales per machine a day! That's what Whitney's Gin did to standardize the seeding of cotton and change a trifling traffic into a gigantic industry!

From field to factory cotton has recruited countless inventions to simplify and standardize its changes from bud to bale, from fibre to fabric.

And now cotton has been standardized in its final form of usefulness—in Cotton Waste.

Royal Cotton Waste is a standard, refined product, of uniform quality, even weight, 6% "tare" (wrappings). As such it is advertised, guaranteed and generally recognized.

The Royal Sampling Catalogue may be had of your jobber or us; also the booklet "Producing the Fittest in Waste."

Our Trade Mark—Your Guarantee



ROYAL MANUFACTURING Co

General Sales Offices and Plant, RAHWAY, N. J.

New York Chicago Pittsburgh St. Louis Baltimore Boston San Francisco



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THEY DON'T SCRATCH—THEY CUT

FLEXIBLE TUNGSTEN



TUNGSTEN HARD

STERLING HACK SAW BLADES

Made in points 3, to points 32, and in sizes from 8″x½″ to 36″x2″.
We claim consistent uniformity—Blade after Blade.

ONCE USED ALWAYS DEMANDED

Manufactured by **DIAMOND SAW & STAMPING WORKS, Buffalo, New York**

CALDWELL SALES CO., Pacific Coast Representatives, Seattle—San Francisco

GENTLEMEN:

We want to tell you why you should job, retail and use

Arm and Hammor Brand of Anvils

It will prove both interesting and profitable.

Watch this space

The Colnmbns Anvil & Forging Company
COLUMBUS, OHIO

Caldwell Sales Company

San Francisco, Cal. Seattle, Wash.

Manufacturers' Sales Agents for Quality Products

Hack Saw Blades	Saw Frames
Mechanics' Tools	Expanding Reamers
Hand Grinders	Tap Wrenches
Steel Balls	Ball Bearings
Steel Billets	Garden Tools

HOPPE'S
NITRO POWDER SOLVENT No. 9



For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

FRANK A. HOPPE

2314 No. 8th St. Philadelphia, Pa.



Hercules Cold Solder

Guaranteed to mend Holes, Cracks or Leaks in any kind of Metals, Aluminum, Granite Ware, Tin, Galvanized Ware, Brass, Iron, Lead, Gas, Steam and Water Pipes. Will make pipe joints tight and stop leaks and cracks in Cylinders, Gas Tanks and Automobile Radiators.

It is a necessity that you should supply..

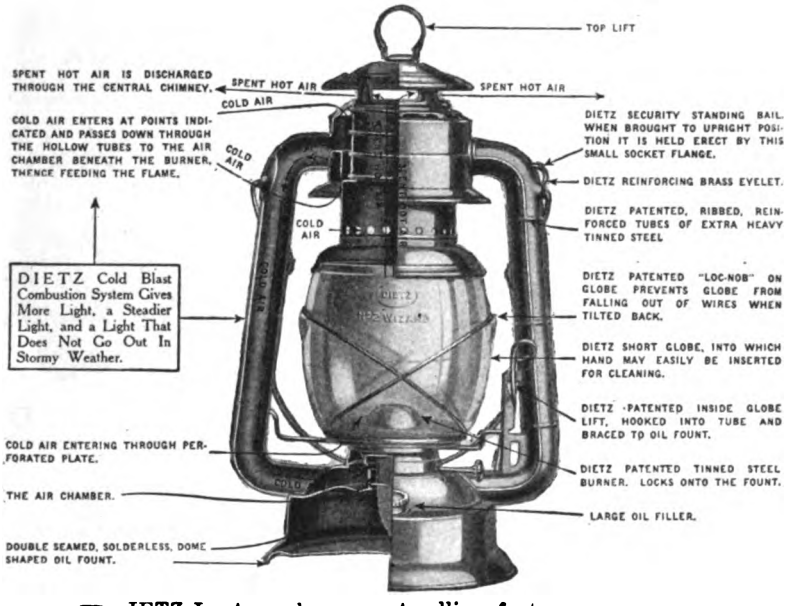
Order a carton from your jobber. If he cannot supply you, write, giving his name.

FREIDEN MFG. CO.
FACTORY, SAN DIEGO, CALIFORNIA

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DIETZ

WHY THEY SELL



DIETZ Lanterns have great selling features.

Not the least of these is the reliable combustion system, which keeps the flame burning steadily in heaviest storm or gale.

Dietz Cold Blast Lanterns really breathe. Spent hot air is expelled through the top and a continuous stream of cold fresh air is drawn down through the tubes to feed the flame at the wick. Cold air is also drawn in through the perforated plate around the burner and through perforations at the top of the globe.

The combustion features are among the many factors which make Dietz Lanterns the most saleable and satisfactory Lanterns you can handle.

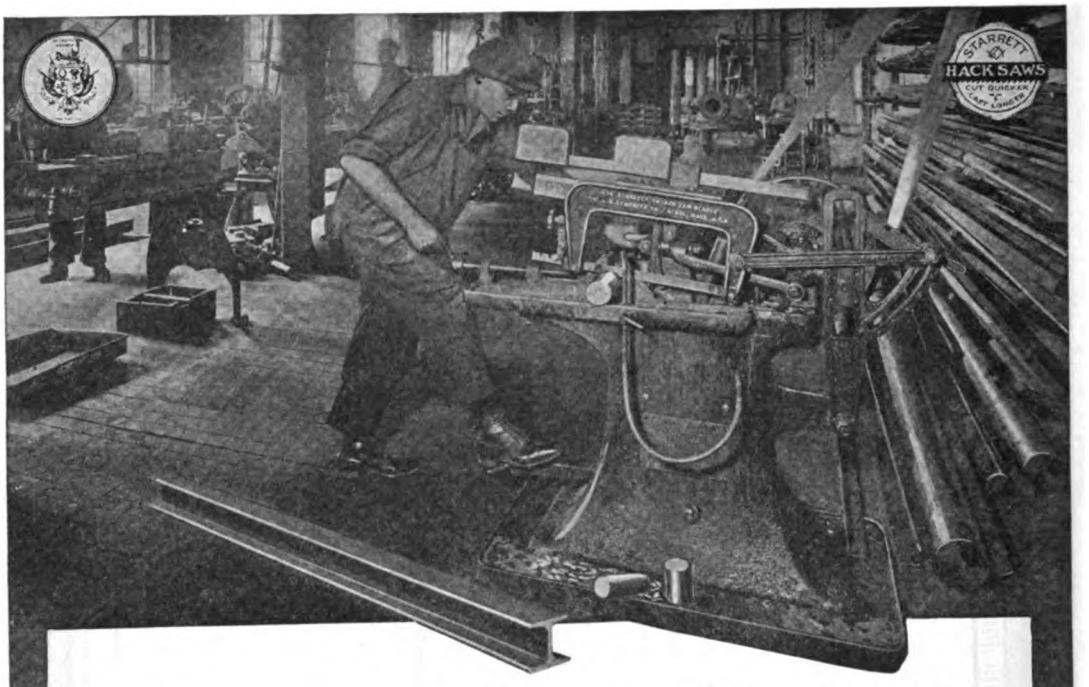
And the profit is right.

R. E. DIETZ COMPANY
NEW YORK
Largest Makers of Lanterns in the World
FOUNDED 1840

More Quality — More Demand — More Sales — More Profit

Your Jobber Stocks DIETZ Lanterns

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THE BIG SHOP PREFERS

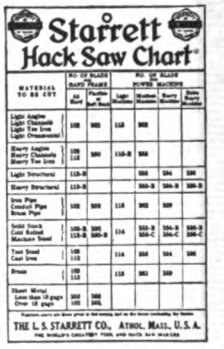
Starrett Hack Saws

Because the Starrett principle of selecting the blade according to the class of material to be cut has repeatedly been proven correct in theory and economical in practice. It means a lower cost per cut.

Structural iron and machine steel **can** be cut by the same blade, but repeated tests have proven that where there is any quantity of each to be cut, it is cheaper to change the blade.

Machinists, foremen know that they reduce cutting costs by following the Starrett Hack Saw Chart B. F.

If your supply of charts is low, write us—there's a new edition just out.


Starrett Hack Saw Chart

THE L. S. STARRETT CO., ATHOL, MASS., U.S.A.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled.
ATHOL, MASS.

42-933

Starrett Hack Saws

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Ingersollite Locaters

This splendid selling case is FREE with a trial carton.

Read below.



Let This Display Be Your Salesman!

PUT it on your counter, in your window—it will sell Ingersollite Locaters for you on sight—because every customer of yours needs these little glow-at-nights.

Ingersollite Locaters come in three Styles—Pendant, Tack and Adhesive. The same luminous material that is used on Ingersoll Radiolite Watch dials makes them glow at night like little balls of fire.

Ingersollite Locaters sell easy—and repeat still easier. Because once a customer has tried them, he comes back for enough "lighthouses" to chart every room in his house. He puts them on furniture obstructions, light chains, key-holes, match safes, poison bottles, etc. He's through with arm-waving, shin-barking, groping, stumbling and colliding!

Locaters are being extensively advertised this month, in magazines and in rotogravure and news sections of the 32 most influential city newspapers. With every order for a trial carton, we'll send proofs of this advertising and window cards in colors. The trial carton carries with it 3 dozen each of Pendants, Tacks and Adhesives—and a sure profit on a quick turnover. *Order the No. 3 E assortment today.*

ROBT. H. INGERSOLL & BRO., 315 Fourth Ave., New York City

Chicago **San Francisco** **Montreal**

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ROLY-TOYS
ARDEN
·GUNS·GAMES·

HELLO!

This is my ROLY-AUTO

You could sell a lot of these this Spring and Summer, as all my boy and girl friends will be wild to have one the minute they see mine.



The ROLY-AUTOS meet the requirements of the sturdy little ones of three to six years who want to drive their own cars with a foot gear. Having a narrow tread of only ten inches, being much lighter and more simply constructed than the heavy steel types, they are very easily propelled and can be carried in and out of the house by the youngster himself. They are also safer for a young child, as he has merely to stand on his feet to be clear of his car, a feature that will at once commend itself to parents. No car with a foot-propelling gear has heretofore been offered that is so safe, light and easily operated.

Various Styles and Sizes,
$55.00 to $81.00 per dozen

Without propelling gears,
$21.00 to $42.00 per dozen

Send for a sample of the funny Roly-Pets, which open and close their mouths as the wheels revolve.
$30.00 and $34.50 per dozen

The whole family of Roly-Autos, Roly-Kars, Roly-Yanks and Roly-Pony, Roly-Bow-wow, Roly-Ducky, Roly-Bunny, Rolly-Lamby are sold by the leading Hardware and Toy Jobbers everywhere. If your jobber does not have them write for catalog to

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Hardware World

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Volume XIV JULY :: 1919 Number 7

Profits are important, but they are not everything. Good will in business is only established by fair dealing and right service. Establish good will by a reasonable consideration of the rights of the other fellow.

Take one article a week or a month, if you will, and make definite, intelligent plans for stimulating and permanently increasing its sale. In the course of the year a satisfactory business will be built up by this means alone.

Your most valuable space in the whole store is the window space. Make the most of it by displays which will actually sell goods. And while you are about it, remember to build up business upon articles the prices of which are protected by the manufacturers.

Keep in touch with the newest and best in your own particular line, by studying the advertisements carefully in your trade magazines. There is no excuse for any man becoming provincial nowadays, with the abundance of facilities for keeping posted.

Every business has side lines which it can carry profitably without increasing the overhead expense. Be careful not to duplicate the exact side lines of all your competitors. Strike out in some original lines for yourself — and then people will be obliged to seek you and your service.

Talking about the new war tax levies! Yes, they are many and confusing. Nevertheless, it is highly important that every man in business concentrate and study on those taxes which apply to his goods and his service, because the federal government is going to require strict compliance with the regulations laid down, and there is a penalty for mis-stating the nature or amount of the tax to the customer. We published the tax as it related to your business in our last issue.

EDUCATE YOUR CUSTOMERS TO PROMPT PAYMENTS

Many a retail business man is seriously handicapped because he has trusted so much out and carried so many people on his books that his own capital becomes so tied up that he cannot use it to good purpose to continue his business. Some of the accounts become out of date or disputed, and if he tries to collect from his most influential customers, he is apt to offend, yet his own creditors do not hesitate to say to him, "Please remit," or "We will take the liberty of drawing on you on the 12th."

Something is wrong when the retail selling system does not articulate with the wholesale buying plan. Part of this fault is due to the management of the retail man himself. He should have a definite, just system of collection. Statements should bear the frank remark that immediate remittance is expected. If payment is not made after a reasonable lapse of time, say by the 15th of the month, a courteous letter, a telephone, or a personal call should be made, with the idea that the account has been overlooked.

If after a second plea no results are obtained, the creditor should be visited frankly and asked for definite arrangements of payment, such as a note of hand, or a promise when the cash may be expected.

It is surprising how soon large sums will figure up upon the books, and only by prompt methods can operations be continued at a profit unless, indeed, a very large liquid capital is held in reserve, and even then it is a question whether the patronage of over-slow, lagging customers is sufficiently profitable to be sought.

There is nothing in the world which is so frightfully expensive as incompetence. Bradstreet reports that 86% of the failures of 1918 were due to shortcomings of the individual. We are always ready to recognize the incompetence of the other fellow, but less eager to acknowledge our own shortcomings and faults. Yes, the cost of incompetence is high!

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Success and That One Fatal Defect

(By William Day Simonds)

ONCE in a large city it was my good fortune to pass each day of a week a large sign bearing boldly across its surface the single statement, "She has arrived." It was nothing but a shrewd advertisement, but it contained a lesson.

I do not know whether the lady in question was a singer, or dancer, or movie queen, or only a legitimate actress. The big fact was that she was one whose coming to town was of real importance to her own people. The many come and go, and few care, or have reason to care. What gave this young woman such prominence? "She had arrived." Was it luck? Was it good fortune mainly? What are the secret springs of success and failure? And especially what is that one fatal defect which seems to hold so many worthy and otherwise deserving men from the goal they wish to win?

Have an Aim in Life

The most frequent defect, and always fatal, is the lack of a definite purpose, persistently followed. The vision, and the will to follow the gleam, these are the first essentials to honorable achievement. Fortunate, indeed, that man or woman who early in life becomes possessed of a genuine aim, a something to be done though the heavens fall. This aim may concern the personal life or it may pertain to the public good, but after its kind it rarely fails.

William Lloyd Garrison began what seemed a hopeless crusade against slavery with the words, "I am in earnest—I will not equivocate—I will not excuse—I will not retreat a single inch, and I will be heard." The slave masters of the South might well have trembled for their fate in the face of that stern "I will," so stoutly affirmed.

How much of Colonel Roosevelt's marvelous success was due to his gospel of, "Don't flinch, don't foul, but hit the line hard." Multitudes of men fail because everywhere the multitude merely drifts. Drifts, and dreams, and dawdles. Lacking vision—definite decision — watchful waiting—the dreamer and the dawdler pass on to inevitable failure. One of the most brilliant men I ever knew, gifted by nature as few men ever are, after a life of unrealized ambitions, made this public confession:

"All my life I have been planning, and hoping, and dreaming, and loitering and waiting. All my life I have been getting ready to begin to do something worth while. I have been waiting for the summer and waiting for the fall. I have been waiting for the winter and waiting for the spring, waiting for the night and waiting for the morning, waiting and dawdling and dreaming until the day is almost spent, and the twilight is at hand."

Is it not true of most of us that we are just about to get ready, to begin, to commence, to inaugurate a movement looking toward the accomplishment of something worth while?

"My neighbor, have you heard of the town of **yawn**
On the banks of the River **slow**,
Where blooms the **wait-a-while** flower fair
And the soft **go-easys** grow?
It lies in the valley of **what's-the-use**,
In the province of **let-her-slide**,
That **old tired feeling** is native there—
It's the home of the listless **I don't care**—
Where the **put-it-offs** abide."

The world is not totally depraved, said David Swing, it is only totally lazy. A will, an infirm purpose, a half-hearted effort and failure is inevitable.

Lack of Endurance

Another fatal defect is the lack of patience under disappointment and defeat. The want of endurance when the blows of adversity come. Almost the greatest lesson of the war is afforded us by the sublime heroism of the French army and people. Defeated, driven back to the very gates of their beloved city, compelled to move the seat of government, the whole world expecting hourly the capture of Paris, yet fighting on, and on, and on. And it was not—note it carefully—the dare-devil bravery of youth.

It was the noble courage of age and sorrow. Napoleon led France in comparative youth, but in this war the leaders were all grave men with the frosts of age in their hair. Marshal Foch was fifty-eight years old just before the war broke out, and on that birthday is reported to have said, sadly enough, "There is no use for me to expect much more of the military service. I will wait until I am sixty and then return to private life, and go home to my family."

All his life he had been preparing to do something great, but the opportunity never came. He is almost sixty and thinks his chance will never come. Had Clemenceau died at sixty, his would have been only a local fame. Today he is the Lion of France, and one of the half-dozen greatest men of the age. Depend upon it, success in most things hinges on knowing how long it takes to succeed.

"Endurance is the crowning quality,
And patience all the passion of great hearts;
These are their stay, and when the leaden world
Sets its hard face against their fateful thought,
And brute strength, like a scornful conquerer,
Clangs his huge mace down in the other scale,
The inspired soul but flings his **patience** in,
And slowly that outweighs the ponderous globe."

Emerson's word stands true. "If you want anything, say the Gods, pay the price and take it."

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PROTECT AMERICAN LABOR

Fears of a huge influx of aliens has led organized labor to demand restriction of immigration to protect the American scale of wages and living. We are in hearty sympathy with this policy. But just now there is more to be feared from an influx of cheap foreign products than from cheap producers.

Take for example the present influx of Japanese products under low tariff. What show has American labor to compete with such products? According to statistics published by the American Economist, American wages are from four to eight times higher than wages in Japan. In 1916 wages in Japan, 14-16 hours a day, were: For carpenters, 43 cents; stone-cutters, 50 cents; tile roofer, 51 cents; bricklayer, 54 cents; shipwrights, 43 cents; jewelers, 35 cents; cabinet makers, 40 cents; coopers, 35 cents; blacksmiths, 38 cents; compositors, 33 cents, and day laborers on contract, 11 cents.

When we assert that American labor cannot compete with such cheap labor, we are met with the old argument that our workmen will be just as well off with lower wages, because prices will drop correspondingly. This is a plausible theory, but it does not work out that way in practice. There is no instance in history where cheap foreign products have brought about a corresponding decrease in the cost of living and at the same time left the laborer as well off as before.

What usually happens is that the home producer is thrown out of work and he doesn't have the dollar to buy what formerly cost two dollars. The truth is that it is the scale of living, not superior skill that is the deciding factor.

The American workman may be quicker than the Japanese, but he is not eight times, nor even twice as quick. The Japanese can work cheaper because he lives cheaper. The American workman has a flat of four or five rooms with nice furniture, he has good clothes and educates his children; while the Japanese has one room with no furniture but mats on the floor, wears the cheapest clothes and puts his children to work as soon as they are able to walk. In short, the American workman wants the best of everything for his labor, while the Japanese seems to have studied to perfection the economy of doing without.

A SENSIBLE OPINION

"I cannot believe that in the long run the public will profit by this court permitting knaves to cut reasonable prices for some ulterior purpose of their own and thus impair, if not destroy, the production and sale of articles which it is assumed to be desirable that the public should be able to get."—Justice Holmes, United States Supreme Court.

PROBLEM OF A LOAF OF BREAD IS TYPICAL OF ALL

How to reduce the cost of living, and yet keep up the cost of labor, is the hard problem with which the Federal Reserve Board is wrestling.

Is it possible to reduce prices very much without reducing wages? The cost of labor forms the principal part of the cost of goods, with few exceptions.

Look at the ten cents that is paid for a loaf of bread. Almost all of it goes to pay labor. There is the labor of the clerk who sells the bread; of the paper-maker who made the paper in which the loaf is wrapped; of the baker who baked the loaf, and the teamster who transported it to the store where it was sold, or to the home where it was consumed.

There is the labor of the miller who made the flour, and the cooper who made the barrel, and the railroad hands who transported it, and the mechanics who made the engines and freight cars, and the steel workers who made the rails, and the machinists who made the mill machinery. Somebody toiled to produce from mines the salt that was used in the bread, and even the making of yeast requires well-paid labor.

And there is the farmer whose toil plowed the land and harrowed it, seeded it, and harvested the crop. He and his men must have some part of the ten cents the loaf cost the consumer. The farmer cannot work with his bare hands; he must have plows, harrows, grain drills, reapers and binders, threshers, barns—all products of highly paid labor.

It takes a thousand men to make a loaf of bread. We might go on almost without limit finding men whose toil has entered into the cost of the loaf. Really, when we stop to consider, the wonder is that with all this labor paid at top-notch prices a loaf can be produced and sold for a dime. The loaf stands merely as a representative article in the cost of living. The same multiplied labor-cost enters into most of the things that the people consume.

To pay labor highly, without making the cost of the loaf high, is the great problem of economics. Can the problem be solved?

HOW DO YOUR IDEAS GROW?

Is your business improving — that is to say, are you doing more business than ever before and doing it in a more satisfactory and more profitable way than formerly? If not, it's high time that you called a halt to discover just where the trouble lies. For trouble there surely is, and in this day of keen competition we must move forward steadily if we are to keep in the line of march.

Getting your full share of business is up to you. Do not be satisfied for the tide to turn of itself.

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How Much Will Prices Fall?

A Symposium of Statements by Some of America's Leading Men

J. OGDEN ARMOUR—

The greatest danger to our economic structure today arises from the failure of many to recognize a new and higher level of prices, based on permanently increased cost of labor, and high taxation.

Those who postpone building or buying in the hope of materially lower prices, are speculating in the future misfortune of the nation. For falling prices, when reaching the point where profit is eliminated, mean panic, depression, unemployment and other troubles.

In the final analysis 75 per cent or more of the cost of most commodities consists of labor, and reductions in the market price of commodities are, therefore, inevitably reflected in the compensation of labor.

Nothing in the labor situation warrants anyone in expecting materially lower cost of commodities in general, and building in particular. Wages will not be less for several fundamental reasons, viz:

1. The practical stoppage of immigration since 1914, depriving America of the several million workers who would normally have come to our shores.

2. The retention by the nation's military and naval establishments of nearly 2,000,000 workers, which may continue for an indefinite period.

3. The creation of new industries, such as shipbuilding, and manufacture of chemicals and dyes, requiring hundreds of thousands of workers.

The urgent demand for building and construction of every class, due to their having been forcibly held back for several years.

5. The shortage of the world's food supply.

6. The proportionately higher levels of commodity prices existing practically all over Europe.

On the one hand, then, we are facing a serious shortage of labor as soon as we approach normal industrial activity, and on the other hand there is confronting us a tremendous, unsatisfied demand for many necessities which it was difficult or impossible to obtain during the war.

Normally under such conditions we could have expected a flood of low-priced goods from the Old World, while now we find that prices in Europe have risen proportionately much higher than in America, and the demand for commodities and labor, to make up for the wastage of war, is even more keenly felt there than here.

The manufacturer who now quotes the lowest possible price consistent with the high cost of labor, and guarantees this to be so, doing his buying freely on the same basis, ranks as our highest type of patriotic citizen. A new level of prices has been established, from which there can be no material recession until inventive genius succeeds in correspondingly increasing labor's productive capacity by mechanical means.

JAMES D. FORGAN, First National Bank, Chicago—

While it is my belief that the general trend of prices during the next decade may be downward, I do not anticipate any sudden or violent tumble in the near future beyond the elimination of war prices made necessary to stimulate production in high-cost plants. We cannot "eat our cake and have it." We cannot immediately have low-priced products with high-cost labor.

At no time was honest labor more indispensable than during the war, and during that period the average weekly wage of all workers was greatly advanced.

Out of the war has come a strong realization of the value of labor to civilization, and we must accustom ourselves to the evident fact that a permanently higher scale of wages or compensation has been established for the world's worker, both skilled and unskilled.

In all lines of industry, to make a fair profit, selling prices must be in proportion to the cost of production, including the enhanced cost of labor. This fact should be recognized in buying as well as in selling.

There exists in the world today, and there will exist for some time to come, a tremendous latent demand for goods and service and a relative shortage of workers caused by the war. The high cost of living has not yet begun to recede, and it would be an erroneous policy at present to attempt to cut prices at the expense of labor.

MAJOR-GENERAL GEORGE W. GOETHALS—

The immediate problem that confronts us is the resumption of business, including particularly building construction, manufacturing and mining.

Business is being retarded because we are hoping for, or fearing, lower prices. Whether these fears, or hopes, are ever going to be realized, no one can say, but above the maze of conflicting arguments that are being applied to the situation, one fact stands out preeminently:

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We can return to neither pre-war conditions nor pre-war prices.

Every thoughtful employer of labor realizes that the wage earner is entitled to proportionately more of the comforts and conveniences of life than fell to his share before the war. Every thoughtful buyer should realize that the price he pays for goods must be in proportion to the increased cost of labor. Also that labor, in the broadest sense, constitutes over 75 per cent of the cost of most products of farm, forest, mine, factory and laboratory.

The manufacturer, employer, or individual who is selling his own labor, brains, or product at a high though reasonable price should not expect to buy cheaply from others. Let us be careful, in our cry for lower prices, not to forget that permanent improvement of living conditions is effected only by increased efficiency of the forces of production. And experience shows such increase of efficiency is at best a slow process, a process of years and perhaps decades.

THEODORE N. VAIL, of American Telegraph & Telephone Co.—

During the Civil War prices rose relatively more than during the recent war. The prices unquestionably were inflated, being based on the greenback currency. Even so, however, the drop in the prices of 92 commodities in the decade from 1864 to 1874 was at the rate of less than 6 per cent per year; in building materials it averaged less than 4 per cent per year over the same period.

The principal cause of the gradual return to pre-war price levels has been ascribed to the rapid transformation of manufacturing, agriculture, mining, transportation and business in general, from hand methods to machine methods, from small-scale to large-scale production. Opportunities do not exist at the present day in any measure comparable with those of the period following the Civil War. Price declines so far, since the cessation of hostilities, bear this out, having been trifling—only 5 or 6 per cent up to April 1, 1919, as compared with over 25 per cent for the corresponding period after the Civil War.

Abstract consideration of these facts does not support any expectation of sudden and radical declines in present prices. As applied to big building, it would appear that any structure should prove commendable which is calculated to show a sufficient profit to offset an expected decline averaging, say, from 2 to 4 per cent per year for the next one or two decades.

Another factor which should be considered as favorable to big construction is the present tremendous latent demand for buildings, commodities, labor and raw material, which is expected to bring on a period of intense activity and national prosperity. It is also well to consider that, excepting steel, the rise in the cost of building materials has been relatively small as compared with other commodities. The price of lumber in particular may easily go higher, and in view of the decreasing lumber supply may never get back to the low levels of 1913-14.

A. BARTON HEPBURN, of the Chase National Bank, New York—

Seventy-five to eighty per cent of the cost of all products represents labor; and as long as the minimum price of wheat is fixed by the government at $2.25 a bushel and other necessities of the wage earner are approximately as high in proportion, there is every reason why labor should contend against reduction. With a recession in the cost of living there should be a corresponding reduction in the cost of labor. The employers of labor cannot go on paying present wages, nor, indeed, any wages, unless their business continues, and it has seemed to me that the closing of certain industries would throw labor out of employment. In seeking new employment they would accept the reduction in accordance with what industry could afford to pay.

I understand that this is what you are contending against, and you seek to induce manufacturers, wholesalers, retailers and consumers to accept the present prices for goods and commodities and continue business, thereby insuring the employment of labor at the present level of wages. You very likely will be successful as to the large industries, but I think there will be more or less readjustment of the wage scale on a lower level in the smaller industries and in various localities.

E. C. SIMMONS, of the Simmons Hardware Co.—

I share the belief that we may look for a steadily and gradually declining market, rather than one of sudden and radical slumps. I am on record to this effect and have repeatedly expressed these views for several months.

I quite agree as to the immutable nature of the law of supply and demand, and that it must of necessity regulate what we are to get in exchange—either in merchandise or services—for other things. As there seems to have been considerable confusion and looseness of thought on this subject of late, allow me to commend the clear-headedness of the attitude of the Secretary of Labor with reference to this matter.

COLEMAN DU PONT—

The thing that is going to make labor and material go down, with a few exceptions or little local variations, is the law of supply and demand. So long as there is a demand for an article its price will be high. The greater the demand the higher the price, and if the cost of this article is mostly labor, the price of labor

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will continue high on that article, and so on down the list. Local weather conditions may affect local crops in certain districts, and this will make that article high at least in that district, because the demand for it will be great by reason of the low production; and so long as materials, including foodstuffs, are high, labor cannot go down much, although it is likely that labor will be lowered in price ahead of the lowering in price of commodities.

We are going through a transition period, which has followed and will follow every economic disturbance.

Will wages be higher when things settle down than before? Yes, I think they will, because wages have continued to advance in this country year after year, but the cost of living and the desire for luxuries, too, have advanced, so that relatively the condition is the same.

DARWIN P. KINGSLEY, President New York Life Insurance Co., New York—

We have undoubtedly reached a new price level.

For some years food will be higher. Europe has been so stripped of every sort of food that it will take more than the harvests of 1919 to restore an equilibrium.

Food will remain high because wages will not go back to the pre-war level. Wages will fall at some points—where production was overforced during the war; but unless our whole industrial and financial fabric falls into chaos —and nothing like that seems possible now— the post-bellum readjustments mean continued high wages and of course a higher cost of everything into which wages enter.

How far discoveries in science, inventions, improved methods, etc., may go toward overcoming this increased cost through increased efficiency and increased production is a question. These will be a factor, possibly a surprising factor, because the rewards will be large, and few things so quicken invention and efficiency as the incentive of large returns.

Carry the message to the bolsheviks.

JOHN D. RYAN, President Anaconda Copper Co.—

I am rather a firm believer in the natural economic laws, and I do not find myself in accord with the impression that many people seem to have that the level of prices is not likely to be radically changed over the decade. I believe that prices must be made that will equalize consumption and production.

We have seen some sharp adjustments already from war prices, and in every product in which the companies with which I am connected are interested prices have gone back to pre-war averages, and in some cases lower. These products are copper, zinc, lead and manganese.

I do not believe that the level of prices will fall permanently as low as before the war, but I am convinced that we can now look for gradual adjustments in most staple products. I think prices will have to be put where building and development of all kinds must be encouraged before we will see consumption approach production of the staples.

I think in the adjustments which are necessary labor will have to contribute its share or unemployment on a very serious scale is bound to result. I hope, however, that the intelligence and foresight of those who have to settle these questions will be such that every consideration of the needs of those who work for wages and salaries will be considered before profits, and that reductions in wages will take place only where it is imperative.

JULIUS ROSENWALD, Sears, Roebuck & Co.—

It is my belief that the range of prices for the necessities of life will average little, if any, lower than at the present time. Of course, there will be some exceptions, but I do not look for a sudden or violent reduction in the near future aside from those which have been artificially stimulated.

There exists a tremendous demand in our own country for all kinds of commodities. This demand will not diminish materially until war-wrecked Europe firmly reestablishes herself on a peace-time production basis. I fully agree with those who believe that the reconstruction is going to tax our efforts perhaps even harder than did the war, and that there is cause for rejoicing in these conditions even though accompanied by high prices, for, after all, it is not a question so much of the price one has to pay but as to what relation this price bears to one's own income.

JOHN HAYS HAMMOND—

The immediate problem that confronts us is the resumption of business, including, particularly building construction, manufacturing and mining. Business is being retarded because we are hoping for—or fearing—lower prices. Whether these fears, or hopes, are to be realized no one can, perhaps, adduce convincing argument, but above the maze of conflicting arguments that are being applied to the situation one fact stands out preeminently; we can return neither to pre-war conditions nor to pre-war prices.

As regards the future wage scale, I am of the opinion that we should not expect any significant reduction, nor should we desire such a reduction. We should not expect a lower wage scale, because there can be but little doubt that America faces a new era in her national development; that the future holds immeasurable potentialities; that at no time in the life of the nation has the outlook been brighter.

Nor, as I have said, should we desire a general reduction of wages, since high wages bring with it greater purchasing power and higher

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standards of living among the wage earners of the nation. The economic importance of the increased purchasing power of our industrial wage earners is evident when we recognize the fact that this class number about 8,000,000, and with those directly dependent upon them more than 30,000,000, or nearly one-third of the entire population of our country.

From a social and political point of view, high wages is of inestimable advantage,in that it makes possible a higher standard of living, which assures social contentment, industrial peace, and higher standards of citizenship.

To maintain a high wage scale, wise and scientific tariff legislation is indispensable, in order to protect our national industries from the dumpings of the products of cheap foreign labor upon our home market.

But when it comes to the development of the export trade, where we are to meet the competition of the underpaid labor, we must rely upon superior efficiency of our wage earners and success can be attained only by the earnest cooperation of wage earners and employers to increase in every way possible the productivity of our national industries.

NO REAL DIFFERENCE BETWEEN SOCIALIST AND BOLSHEVIST

Editor HARDWARE WORLD: Please explain the difference between Socialism and Bolshevism. Or is it the same thing?

Ans.—The Bolshevist government of Russia, as organized and carried on by Lenine, is as purely socialistic as he can make it. He says so in his latest interview. Admitting that it has in some respects departed from the "Socialism of Marx," he says that this has been necessary because Russia is the first country to put Socialism into practice, and it was impossible to foresee just how it would work out.

In other countries the term "Bolshevism," like the term "Red," is used rather loosely to refer to any violent revolutionists, whether Socialists or Anarchists. These elements, though theoretically differing in their aims, work together for the overthrow of government, the abolition of property and the destruction of human society as at present organized. Therefore it is useless to draw theoretical distinctions between them. They are at present allies in the war both have declared against government and the established order of society.

Naturally they are joined and supported by thieves, robbers and the criminal class generally, who think they will find in a reign of disorder and terror a more profitable field for their activities than they now have.

He that understands not his employment, whatever else he knows, must be unfit for it; and the public suffers by his inexperience.

PRACTICALLY ALL ARE PRODUCERS

"Editor HARDWARE WORLD: What percentage of the population of the U. S. are producers?"

Ans.—Almost the entire adult population are producers, if we understand the word in its true economic sense. "Production" means not only the actual making of things by labor exerted in raw materials, but also the production of the raw materials, and every process necessary to bring the product into the hand of the consumer and make him understand how to use it.

The housewife who bakes a loaf of bread in Massachusetts is as much a producer as the farmer who planted the wheat in North Dakota; and so is the locomotive engineer who drove the engine that hauled the wheat, and so is the banker who financed the railroad, and the merchant who distributed the flour, and even the editor who edited the paper that advertised the flour, and the teacher who taught people to read.

Much of the class hatred which demagogues are so industriously cultivating in these times comes from attaching too narrow a meaning to such words as "producer" and "production." In America there are very few persons, except the very young and the very old, who are not producers.

WHAT SOCIALISM MEANS

The Socialist or Communist government at Munich, the chief city of Bavaria, was driven from power about the middle of April. Later it regained its former position, after severe fighting.

The Socialists then issued a long series of "orders" or "decrees," more radical than those that had gone before.

All managers and directors of industrial establishments were declared to be removed, according to dispatches from Nuremberg, and their places given to bosses elected by the workmen and subject to removal by them. A previous "order" had confiscated everybody's property over $2,500, and prohibited inheritances; so that no man can provide for his wife and children after he is dead.

Nationalizing Women

An atrocious "order" was issued regarding women, "nationalizing" them, or making them common property.

Bela Kun, Socialist Foreign Minister of Hungary, makes this declaration: "We will not put down our arms until the middle classes and the aristocracy are crushed."

GOOSEBERRIES AND CATERPILLAR

Tommy—Mom, have gooseberries got legs?

Mom—Of course not, Tommy.

Tommy—Then I've swallered a caterpillar.

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WILL NEVER OCCUR AGAIN

One hundred years before Christ 300,000 Germans invaded France, murdering, burning, pillaging as they went. At Aixen-Provence they were stopped and defeated. They sued for peace and swore they would never do it again.

Sixty years afterward 240,000 Germans invaded the Jura district of France. Six years later 400,000 Germans invaded the territory between the Meuse and the Oise. They were beaten. They swore they would never do it again.

Sixty years before Christ the Germans invaded the left bank of the Rhine. Two hundred and thirty years after Christ the Germans invaded France. They were beaten. They swore they would never do it again.

Twenty years later another invasion, another defeat, another solemn pledge, "never again." In 274 A. D. the Rhine basin was invaded by the Germans; in 275 Northeastern France. In 301 Langres was pillaged. The invaders were beaten and they swore "never again." In 351 they reconquered the left bank of the Rhine. In 354 they devastated Lyons, in 360 Besancon. In 364 they invaded and plundered Belgium.

Here is the chronology of the subsequent invasions: 372, 382, 400, 413, 800, 858, 978, 1124, 1513, 1521, 1523, 1536, 1544, 1552, 1553, 1567, 1569, 1576, 1587, 1636, 1674, 1675, 1707, 1708, 1744, 1792, 1793, 1814, 1870, 1914. Thirty-three invasions in a little over 1500 years, an average invasion of every fifty years.

Whenever they were successful, the Germans celebrated with unspeakable atrocities. Whenever they were beaten they swore they would never do it again.

"Le Matin," which prints the above statistics, recalls that three days before the outbreak of the world war, Herr Haase, the German Socialist leader, solemnly declared at Brussels that the German proletariat would oppose war to the utmost. Three days later Herr Haase voted for the war budget.

Four and a half years ago, the Germans invaded France. Again they were beaten. And now they swear they will never do it again. Can they be trusted or even believed?—N. Y. Tribune.

"WHAT JIM?"

"Daughter, haven't you gained weight," asked the father.

"No," replied the girl, who is an athlete and goes to Vassar; "the other day I weighed only 128 pounds stripped for gym."

"Jim? Jim?" shrieked the father. "What Jim?"

"Why," explained the daughter, "gymnasium, of course."

OVERTAXED!

I voted on the promise
That there would not be a war,
That promise has been buried
In the trenches' cannon roar.

I voted patriotic,
So they told me, but alas,
I found that I had voted
In the overtaxing class.

They've taxed the shirt I sleep in
Ten per cent, and I must pay
Three per cent on the alarm clock
That awakens me each day.

Ten per cent is on the rug
On which I stand to comb my hair;
Also ten per cent upon
The looking-glass in which I stare.

I put my feet in stockings
Taxed another ten per cent.
The soap I use to clean me
Adds its three-per to my rent.

My vest and smoking jacket,
My shoes and wife's kimo,
My hat, my shirt and slippers
In the ten-per column go.

I pay a tax on business,
And a tax on all the plays
I go to see when weary
Of these Woodrow taxing days.

I'd end it all with poison
Or a pistol, if I could;
But they've taxed both drugs and fire-arms
And all coffins made of wood.

INGERSOLL'S PHILOSOPHY

"Love justice. To long for the right, to pity the suffering, to assist the weak, to forget wrongs and remember benefits; to love the truth, to be sincere, to utter honest words, to wage relentless war against slavery in all its forms; to love wife, and child, and friend, and to make a happy home; to love the beautiful in art and nature; to cultivate the mind, to become familiar with the mighty thoughts that genius has expressed, the noble deeds of all the world; to cultivate courage and cheerfulness; to make others happy, to fill life with a splendor of generous acts, the warmth of loving words; to discard error, to destroy prejudice, to receive new truths with gladness, to cultivate hope, to see the dawn beyond the night, the calm beyond the storm; to do the best that can be done, then be resigned. This is the religion of reason. This is the creed of science. It satisfies the brain and the heart of man."

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ARE YOU, YOURSELF, WILLING TO DO IT?

Since the American people will probably be called upon to express their views as to whether they are willing the United States should join the League of Nations as at present constituted, it is well for each of us to make it a personal matter, and apply it to ourselves individually. There are a number of questions that vitally affect us as a nation, but here is one that affects each as an individual. The answer to this question will indicate whether or not you really believe in it.

"Am I, myself, willing to enlist in the American army as a private, willing to give up my family, my business, my profession, and be sent to Europe, or Asia, or Africa, to help settle any problems or conflicts that may arise, that affect solely the people of those European, Asiatic or African nations?

"Am I willing that my sons, my brothers, my father, my husband, shall serve in the army, and take their places alongside of the people of other nations, and decide for these people what they must do, and how they must govern themselves, what form of government they must set up, what their boundaries must be, or any other questions that may arise?"

Read it again, and speak solely for yourself, and your own family. Bear in mind you have no right to ask of others what you yourself are unwilling to do.

Don't say that you won't have to do it. Don't say that it doesn't mean that. Don't think you won't have to go. Don't try to evade the question.

This is one of the vital questions involved. It is in language so plain that it needs no one to "interpret" it for you. It is not couched in the language of politicians, so as to admit of two or three different interpretations being placed upon it.

Stripped of its superfluous words, its pleasing phrases, its glittering generalities, so often used by politicians, as "molasses to catch flies" it means exactly that and nothing else.

It is unfortunate that just as office holders and politicians exempt themselves from the operation of the income tax law, so they very glibly talk of "mandatories," and serving as leaders of unfortunate people.

This, of course, sounds and reads well, appeals to the emotions and catches the unthinking, but before committing yourself either one way or the other, ask yourself such questions as to what sacrifice you, individually, yourself, are willing to make—your own life and those dearest to you?

This is a question that comes home to each one. There are other questions that affect us as a nation, with reference to consulting thirty or more nations and having their unanimous consent, before we adopt measures for the protection, safety and welfare of our own peoples, but if your answer to the first question mentioned above is favorable, then you will probably agree to all the rest. If you cannot answer in the affirmative for yourself, individually, then be sure you do not permit yourself to be misled.

GOOD JUDGMENT IN TREATING EMPLOYEES

Many times in the course of a day's work, we come to an oft-repeated act or practice on the part of a business associate or employee which annoys or puzzles us. Poise and self-restraint are desirable at all times, but real trouble may be saved by meeting the situation fairly and squarely in the right spirit.

For example, a retail business man noticed that a bright, active youth in his employ almost invariably returned within a hour or so after quitting work. He would rush in as though he had forgotten something, go to the basement, be gone a minute, come back and hurry out.

Not exactly liking to question what this meant, our business friend let it go until he discovered that certain small but valuable supplies were disappearing out of proportion to the sales. A plain talk with the young man was held, though no direct accusation was made, but it was pointed out to him that his constant practice of returning after hours in this manner was displeasing. The result was that a promising youth saw the error of his way and future trouble was saved for everyone.

Open and close business regularly, so that the public will learn to know exactly what to depend upon. A business which is irregular in its conduct in this relation will be irregular in the payment of its bills and its general management.

Do not be afraid to speak merited words of approval and encouragement. More people are suffering for appreciation, recognition and the genuine inspiration of the expectation of their friends than for food or money, much less criticism. Do not be afraid to give a word of praise and above all things do not be too economical of your smiles. The man who seldom smiles, takes himself and life too seriously, and so the cares of business set heavy upon tired shoulders. Then there is a reckoning time of nervous breakdown, or at least of depleted energy and great strain. It is important to "work while we work and play while we play." Just the same, we must be particular that our schedule contains the playtime properly placed and regularly observed.

LET US ALL JOIN IN SINGING

The audience will now rise and sing in the "Sweet Dry and Dry."

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Real Hardware Men the Best Judges

Good Judgment and Frankness Necessary

IT IS my opinion that the wisest policy to pursue along any given line is to use good judgment, coupled with perfect frankness—and with that idea in mind I took issue with Roy Soule at the Spokane Convention when he made the statement that prices would drop, drop, drop.

I did so for the reason that I did not believe Mr. Soule was possessed of sufficient information concerning the price situation and general conditions underlying the business fabric, at that time, to pass judgment upon the subject — much less to advise those who had spent and who probably will spend their lives in the study thereof.

At that time the government had not promulgated any permanent policy and it has not up to this time been engaged in constructing any policy which I feel will be lasting.

On the other hand it has canceled immense contracts which have affected practically every business man of any magnitude in the country; but to show how well these stupendous cancellations of contracts have been met and ultimately solved by the able business men of this country, we have but to pause and reflect that they have made absolutely no permanent impression upon the solidity of American business, which stands as before, the Rock of Gibraltar in the entire business world.

The government is having, and will continue to have the cooperation of business men of large magnitude, whose conception of the situation will ultimately control, and the government will be compelled—if for no other reason than to combine judgment and loyalty of its large interests at this striking time of need—to conform to the desires and wishes of its citizenship, and we must feel that this will be for the good of all.

Experience is a dear teacher and we have during many calamities which have been self-imposed by the American people, weathered every storm—the business men of experience can and will give to the government advice which will avert disasters which have befallen us in the past.



HARDWARE MEN THE BEST JUDGES

Prophets there are galore, and most of them are sincere in their beliefs and expressions, but those best fitted to have a thorough understanding of trade and market conditions are those men who make it a daily study.

John F. Welborn, of the Whiton Hardware Co., prides himself on the fact that this is a part of his business.

Hardware buyers and merchants will find much to interest them in this address, recently delivered at the Pacific Northwest Hardware Convention.

Cost the Prime Factor

In the final analysis, values are fixed by the cost of labor to produce, and practically the only element of cost is labor. Profit is the wage of the merchant—taxes are the wages of the government distributed to its employes—and freight pays the railway employes and car shop workers, etc.

Is there a man who expects wages to recede in the immediate future—in view of the fact that there is an actual labor shortage existing in the world today; for the reason that during the past four years construction has ceased, repairs have been eliminated and the world will be compelled to repair as well as re-build.

Some of you may say we have already had a serious decline. I maintain to you we have not had declines which have been serious or affected the average merchant to any great extent. The two small declines in value of steel products have meant a comparatively small loss to the average merchant for the reason that his stock on the average was low and the majority of the stock on hand was not bought at the peak of the market. Prices on some commodities possibly will continue to decline, but where labor enters into the cost in the largest degree, prices will not, or cannot decline to any great extent, except as production is cheapened through the use of machinery.

In this connection the editor of the "Daily Iron Trade" writes an open letter to the chairman of the Industrial Board, in which he says:

"In the iron and steel business there is absolutely no activity at this date, and since March 1 orders for every kind of material have decreased every day, so that in two or three weeks the country will be down to a 25 per cent production basis, or the lowest in its history. Thousands of working people are being discharged in the United States every twenty-four hours, and the result inevitably will be full of danger unless terminated. The condition which exists, and which can be traced directly in a very large measure to this announced effort on

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the part of Washington authorities to reduce further the prices of materials . . . is causing most feverish anxiety in a hundred and perhaps a thousand manufacturing centers in the United States.

"By only one possible method can the present distressing stagnation be averted, and that will come when the announcement is made that your board has decided to discontinue its efforts and let business follow its natural course, guided and inspired by the good sense of the American people, whether they be employers or employes. Today we are suffering as a result of government interference with the natural flow of trade to a degree that is doing more damage to the interests of the working people of America than anything that has ever been attempted by this government.

"Your board today is interposing itself between a volume of business that will be the largest the country has ever known in peace times, and those who are anxious to get work, and the loss and accruing loss as a result to the country, to its manufacturing and employing interests and its working people, must run into hundreds of millions of dollars every twenty-four hours."

Since this appeal was made there has been cooperation by the larger interests of the country; also the refusal of Director-General Hines, of the Railway Board, to submit to the conditions imposed by the Industrial Board of the Department of Commerce — the Industrial Board has, through pressure brought to bear upon it, been dissolved and market conditions will be left to seek their own level in harmony with the interests and demands of the business interests as a whole of this country.

The question naturally to be asked is: Will prices immediately recede? In answer to this I would say: No one knows at this time what the ultimate outcome will be—but as a striking illustration of immediate results:

Advance Instead of Decline

The Industrial Board was dissolved on a Saturday morning and on Saturday afternoon at 2:00 o'clock the hardware jobbers received notification of an advance covering all lines of galvanized ware of 20 per cent.

No doubt there will be some decline, but having weathered the period of doubt and uncertainty which has surrounded the entire business fabric since the signing of the armistice, can we not unitedly answer that we can withstand the present situation, and out of it will grow a stability born of business confidence, which will be permanent, and be in harmony with the general trend of the minds of the people, for a long period of prosperity.

From personal information gleaned through trips made by various members of our organization and which covered a goodly portion of the Northwest—our firm is in a position to feel that farmers are unusually prosperous—that all dealers in farming communities are enjoying an unprecedented volume of business—and that the future looks even brighter than the present.

Any declines in steel will be reflected in very small proportion throughout your entire merchandise stock, as the principal portion of your merchandise stock consists of labor in its various phases—which is high and will continue to be high throughout the world.

Short Sighted Policy

The merchant who allows his merchandise stock to become ragged and in a condition where it will not supply the needs of his customers, in order to avoid small declines which will come from time to time—is losing $5 where he is saving $1 by a penurious policy.

Speaking for our firm, and basing our judgment as to our future policy, it has been in the past and will continue to be our policy, to take into our confidence those of our customers whose judgment we value, and use the combined judgment of these customers in promulgating a policy which will be constructive and which will operate for our mutual good.

Jobbers in Position to Know

And allow me to suggest to the members of this convention that, your jobber being in possession of knowledge thus gleaned, not only from every angle of your trade, but through his buying organization in the eastern market, should be taken into your confidence, advising him of your condition and your problems, and through this good fellowship thus established, work out a policy which will be conducive to your success.

TRYING TO KILL COMPETITION IS OBSOLETE TRADE PRACTICE

The business man who is wasting his time trying to drive his competitors from the field should read this from Edward N. Hurley, chairman of the United States shipping board, and in private life a highly successful trade leader:

"I believe it has become a practice in the automobile trade to refrain from any adverse comment upon a rival company's product. You may have noticed that automobile agencies, in nearly every large city, flock together in the same business block. Purchasers thus have an opportunity to make their comparisons, and also to make their purchases conveniently. The automobile trade never would have reached its present enormous volume if each manufacturer had made a business of decrying the product of his competitor. All would have suffered.

"The best way to get business is not to undermine a competitor, but to create new markets and encourage increased demand."

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Youthful Dispenser of Philosophy and Hardware

Older Salesmen and Women Can Learn Much From Practical Suggestions of Utah's Live, Young Hardware Woman

EDITOR HARDWARE WORLD:

This is our busy season, as it is everywhere, and I haven't put my mind to anything but selling hardware.

I agree with you that every girl should learn some business to take care of herself if necessity arose and hardware is nice, honest work for anyone who will make it so.

Keep Smiling, Is My Motto

Greet your customers with a smile and a cheerful good morning, treat them fairly and ask them to come again, and make it so pleasant and be so obliging they will want to come.

Don't try and sell them something they don't want, if you haven't what they ask for, show them something else; if they do not want it, don't urge them to buy it, or give them something "just as good."

Customers Remember Little Things

They remember all the little things, some that you never give a second thought, and they are all held against you and that hurts business, when it is passed over the back fence to the next neighbor, it isn't long until they are all "down on you."

Another thing you have to do is know your customers, each one has to be treated his own way.

Tiresome to Wait

Know your stock so you won't have to keep a busy customer waiting, it's tiresome for him or her.

Always give good measure, but none over, they soon get to expecting it, and besides it's "bad business," a few nails here and a washer or a hook there soon counts up and part of your day's profit is gone.



Here is a photo of one of Utah's hardware stores. It is not located in a large town to be sure, but don't think for one moment that live hardware merchants and good salesmen and saleswomen all live in big cities. On the contrary, in thousands of stores where the HARDWARE WORLD is a monthly visitor, where its practical teachings are always welcome, you will find many up to date, live salesmen and saleswomen.

Accessory manufacturers will of course notice from the tank in front that merchants in small towns are also selling accessories.

Miss Winona Christian hasn't had a course in salesmanship or the experience in a large store, but you will agree with us that she has the right ideas in pleasing customers, and treating them in such a way they will come back again.

There are some splendid ideas in this letter for many of the older salesmen and women.

Miss Christian has been a constant reader of the HARDWARE WORLD, and some day we hope to show a good photograph of her.

Treat Everyone Alike

Don't bow and rush around, and talk extra nice to the rich man, and laugh at the poor man who comes to buy a dime's worth of staples. It's the working class you get the money from.

Be Nice to the Children

The nickels for balls, fish-hooks and tire tape soon count up, and they will tell "pa" where to go for his axle grease and clevises, and "ma" for her scrub brushes and flour sieve, which brings more business and that is what you're after.

Don't carry a cheap line of goods, it does not pay; get a little better stuff, it will make lasting friends.

If I was going to "run" a hardware store, here is what I would do:

First—Study your customers, find out what they want, and get it; you can not suit everybody, but suit as many as you can.

Second—Learn how to order what you want and how much of each.

Third—Always pay bills promptly and collect promptly.

Fourth—Price the goods right; never put them too high or too low.

Fifth—Make attractive window displays, for people always watch your windows.

Sixth—"Keep smiling."

I am enclosing a snapshot of our store.

I don't know if this will be of any help to anyone, but it is a few of my own ideas, put down just as they came to me.

There is a Mr. M—— here in town who has a general merchandise store. A lady said to me the other day, "I wish you clerked at M——'s, where we have to go more; it would be nice to have someone obliging in there." It is nice to know that you're liked, isn't it?

A hardware store should be a lady's store as well as a man's and I've tried to make it so since I began to clerk. I put up nice window displays that attract their attention, and now there are almost as many women as men come to the store. Yours most truly,

WINONA CHRISTIAN.

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Favorite Jokes of Prominent Hardware Men

MICHIGAN CLERKS ARE WISE

A. J. Scott (Michigan dealers all know him) says this happened in Michigan:



Some one, just for a joke, asked for some sweet potato seeds in a seed store. The clerk hunted all through the seeds, but could find no sweet potato seeds and finally appealed to the boss. The latter explained that he was being kidded and cautioned him about not letting smart Alecks put anything over on him. A few days later a lady entered the store and asked for some bird seed. "Aw, go on," grinned the clerk, "you can't kid me. Birds is hatched from eggs."

BAD ADVERTISING

J. B. Carson says this really happened:

An Illinois physician who had motored into an Ohio town found the negro porter standing back of the machine laughing. "What's the joke?" inquired the owner. "Nothin', boss, but you're a doctor, ain't you?" "Yes." "I thought so when I saw that Red Cross on the front of your car. But if I owned a machine I'd sholy take that sign off the back." The doctor walked around to the rear and looked at his license tag. It read, "46,000 Ill."





Andrew Carrigan sometimes tells these:

The Irishman said, "The bullet went in me chist here, and came out me back."

"But," said the friend, "it would nave gone through your heart and killed you."

"Me heart was in me mouth at the time," said the Irishman.

"Don't keep calling me 'General'. I'm only a colonel."

"Scuse me, boss, I ain't disputin' yo' word, but any military gent'man dat gives his old nigger a dollar tip is jes' natcherly a 'Gen'ral.'"

THAT FAMOUS APPLE



E. J. Failing vouches for this:

What was done with the apple which Wilhelm Tell shot from his son's head?

It was planted in Oregon, and now yields the owner of the orchard $10,000 a year per acre.

THE SCOTCH COMES OUT

Mr. MacKenzie, of the Western Metal Supply, is authority for this:

It was at a Scotch wedding held in Canada that the following conversation took place between the minister



—a Canadian by birth—and the best man, who hailed from the land of the heather.

Immediately after the minister had tied the knot he was taken aside by the best man and asked in an undertone: "Hoo much dae ye charge over here for a wedding?"

The minister was naturally embarrassed, and with a slight apologetic cough murmured: "Well, we usually get five dollars and upwards."

"Oh, well," says Scotty, "here's five dollars. We'll let someone else give ye the upwards."

NIGHTLY PERFORMANCE



Nathan Roberts tells this on a Nebraska merchant:

Nixon—"I suppose your married life is one grand, sweet song."

Newpop: "Well, since our baby came, it's been more like an opera; full of grand marches, with loud calls for the author every night."

NOTHING TO WORRY ABOUT

P. J. Jacobs relates this as showing that Wisconsin merchants are naturally pious:

A little boy, aged four years, attended Sunday school for the first time last winter. After arriving home, his father asked him what the lesson was about. He thought a moment before answering: "The teacher said, 'Don't get scared, you'll get your quilt.'" His parents were somewhat puzzled over the answer and could not imagine what their young son meant.



A little later the little girl, aged seven, with whom he had been to Sunday school, came to play with the boy. She was asked what the Sunday school lesson was about. She gave the correct version: "Fear not, I will send you the Comforter."

HIS ONLY INTEREST

Frank A. Bare, of the Tritch Hardware Co., vouches for this:



On one transport going over, one negro trooper said to another, a very seasick boy: "Look out dere and see dat sail boat."

"Don't you call me for no sail boat, nigger," came from the sick fellow lying with his head on his arms; "don't you call me at all unless you see a tree."

YOU CAN'T SHOW HIM

J. M. Campbell, a well-known Missouri merchant, tells this:



Willie was in a bad temper. His mother had just discovered that there was not a clean nightshirt ready for him to wear. "Never mind, Willie," she said, consolingly. "You will have to put on one of your sister's nightgowns tonight." "What, a girl's?" snorted Willie, drawing himself up, haughtily. "Yes, why not?" asked his mother, in surprise. "I won't wear it," declared the small boy. "I'd rather go to bed raw."

CENTER NOT IN THE MIDDLE



Shannon Crandall, of the California Hardware Co., gives this as an example of a true definition:

A certain learned counsel was arguing a commercial case before a learned judge. In doing so, he had the occasion to speak repeatedly of an "eccentric," and the judge at length asked him what an eccentric was. The magistrate said he was familiar with the term as applied to individuals, but not to things. The counsel at once complied. "An eccentric," he said, "is a circular disk whose center is not in the middle."

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Waking Up New Business

Successful Merchant's Methods Proven Profitable

THE ALARM CLOCK may seem a rather strange line to add to a hardware stock, but when one considers how effectually it supplements some of the other merchandise sold the only wonder is that more hardware men do not stock up on it and push it during all seasons.

In order to get the trade it is necessary that the public be acquainted with the fact that you carry these clocks, and the method in which C. S. Osgood, of Houlton, Me., went about this could be followed with profit by many other dealers. For years people have been in the habit of calling "central" at all hours to learn the correct time. Recently it became necessary to discontinue this service, owing to the amount of time consumed. Osgood was right on the job, and as soon as the announcement was made by the telephone company, came forth with a big ad in the local papers:

> HELLO CENTRAL!
> CORRECT TIME, PLEASE.
>
> Sorry, but it has become necessary to discontinue giving the time. Suppose I connect you with Osgood, the accommodating hardware man? He will be glad to tell you the time. Try him. Phone 253-W.
>
> He also carries a complete line of ALARM CLOCKS that will tell you the correct time, and arouse you from your slumbers in double-quick time.

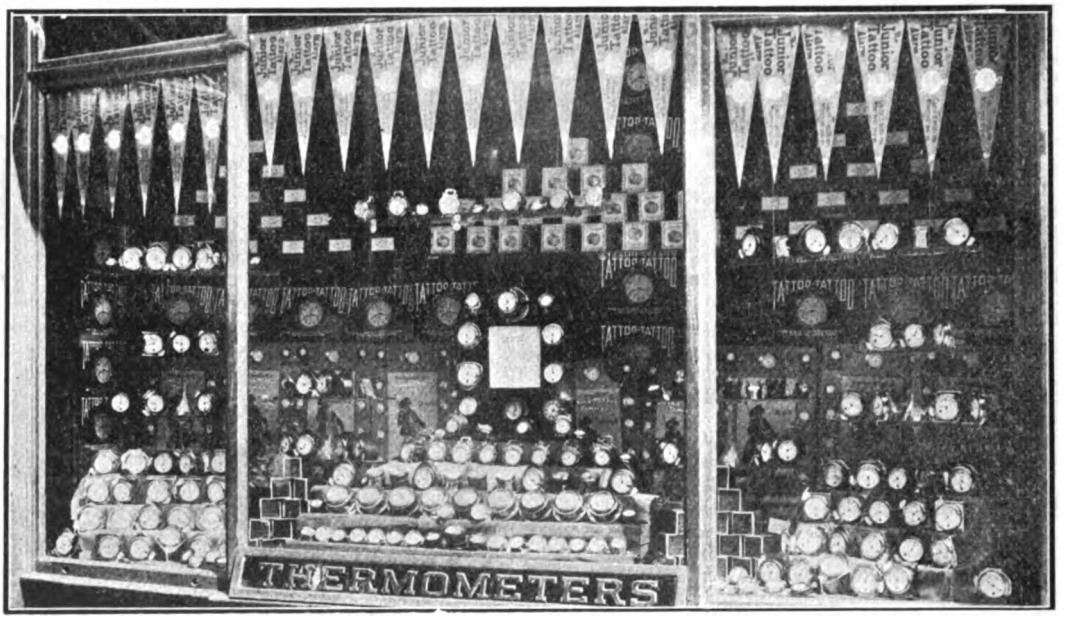
He placed a large clock directly beside the phone, so that it was no trouble for him to answer inquiries. All of the sales force were instructed to adopt a pleasant tone in answering, for he realized that, as in the case of the switchboard operator, "the voice with the smile wins."

This extra service not only increased the sale of clocks, but all of his lines, as his name and phone number were kept constantly in mind, and it was but natural that when in the market for hardware the people should think of him.

But he did not stop here in pushing his clocks, but by means of cards in different parts of the store pressed home the advantage of having a reliable little alarm always handy. For example, in the stove department he placed a clock on top of each stove and range, and by it a card:

> DID YOU EVER STOP TO THINK THAT AN ALARM CLOCK CAN BE USED FOR MANY MORE PURPOSES THAN SIMPLY AROUSING ONE FROM SLEEP?
>
> It is of tremendous assistance to the housewife in the matter of baking. If she has a roast, a cake, or pie in the oven, that needs attention at a certain time, all she has to do is to set the alarm, and then go on with her household tasks, secure in the knowledge that the little time keeper will remind her at the proper minute, in order to prevent the food being burned or cooked too long.

In the same department was a telephone on



Practically every one of the HARDWARE WORLD subscribers sell clocks. Here is a trade-bringing display of the well-known New Haven line. Needless to say that such a display not only made many sales, but brought customers for other lines. Some merchants have a number of clocks set for the alarm to go off every fifteen or thirty minutes. Notwithstanding people were perfectly aware that these alarms would "go off" at the appointed time, there was always a crowd around the window to hear them ring.

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a stand, and beside it a directory and an alarm clock, with a piece of paper beneath it. A card suggested:

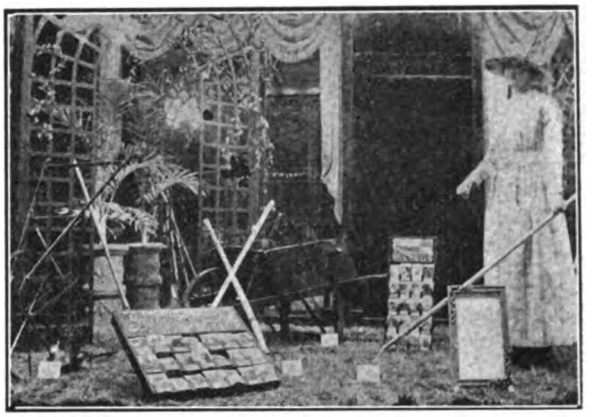
> AN ALARM CLOCK IS AN AUTOMAIC REMINDER OF HOUSEHOLD DUTIES
>
> If there is an errand that must be done; a telephone call that must be made; a piece of work accomplished at a certain hour—simply make a memo of the fact, put it under the alarm clock, set the alarm and you may be certain that the little messenger will inform you when your duty must be attended to.
>
> DON'T YOU THINK IT WOULD SAVE YOU A LOT OF TIME IF YOU WOULD GET AN ALARM CLOCK TODAY?

At the present season the garden needs attention, and the fresh spring mornings tempt a period of work before breakfast. Few there are, however, especially city people, who can arouse themselves naturally at an early hour, therefore the hardware man who features the handy little alarm clock for this purpose will be sure to find many purchasers. R. C. Barnum, Greensboro, S. C., played up this idea very effectively in connection with the advertising of garden tools. His advertisement in the local papers read:

> SET THE ALARM FOR 6 O'CLOCK
>
> An hour in the garden in the morning before breakfast will put roses in your cheeks as well as in your garden. Enjoy an hour or two of the freshest period of the day in communion with nature.
>
> Get your ALARM CLOCKS and GARDEN TOOLS at BARNUM'S.
>
> See our Spring Garden in our display window.

This garden was so bright and fresh that it aroused the interest of everyone who passed that way. The floor was covered with numerous little boxes, 18 inches square, filled with earth and sprouted plants, and between each box was a little gravel path. In the rear was a garden fence, painted white and overgrown with morning glory vines and blossoms of crepe paper. Beside the fence was a child's garden set—rake, hoe and spade, while at either end, on inverted flower pots, were alarm clocks, while a card advised:

> GET AN ALARM CLOCK
>
> Get up and get out in the garden and dig for an hour or two before breakfast these beautiful May mornings.



From the other end of the country—the Broadway, Los Angeles, Calif.—comes a similar campaign for the efficient little household convenience.

Their window display was so bright and attractive that it gave them wider publicity even than the printed ads. It showed milady in her garden—the floor being covered with artificial grass. At one end was a lattice trellis, covered with purple wistaria, and within the arch two potted palms. At the other side was a second arch, from which hung by a lilac ribbon, an



Another display of a well-known line of clocks, which, while not as elaborate as on the opposite page, is one that can be made by merchants in any town, large or small. The more you use your sales windows the more you can increase your sales. Do not think it is only the merchants in the large cities or the department stores that can do this to advantage. These merchants pay high rents in order to be in a prominent location, so they may utilize their windows. If it is important for large merchants to do this, how much more important it is for the smaller merchants in smaller towns.

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alarm clock set to ring at 7:00. Coming through this archway was a young woman in gingham dress and straw hat, hoe in hand. Scattered through the window were panels of flower seeds, harrow, spade and wheelbarrow—all suggesting the delights of early morning gardening. Their advertisement read:

FOR INDOOR OR OUTDOOR WORK YOU NEED AN ALARM CLOCK

Set the little sleep-meter for 5:30 A. M.; arise, don your garden togs, take up your rake, hoe, shears and trowel and go forth into the dewy garden. Before going, fix the breakfast, set the clock for 7:00 A. M., and after an hour's pleasant work in the open air the little alarm clock will remind you that it is time to go in to a piping hot breakfast that you will thoroughly enjoy.

GET A RELIABLE ALARM CLOCK NOW AT THE BROADWAY.

NEED NOW FOR NEW LEGISLATION

It is the boast of the Japanese that in a very short time Japan will be one of the greatest producing nations in the world. We believe it. The remarkable progress of that country during the war bears out the prophecy.

Australia is planning a new tariff law with one eye, if not both of them, on Japan. England is planning a protective tariff law which shall adequately protect against the products of low-priced Japanese labor. The United States—well, what is the United States planning? Is she planning adequate protection against Japan and European manufacturers who will soon begin to flood this country with their products? We have no quarrel with Japan, but that is no reason why we should hire her workmen to do the work which our own workmen should do.

It is needless to say that this country is large and Japan is small; that we are farther advanced in manufacturing lines than are the Japanese. It is true, to a large extent. But it may not always be true if we do not look alive. Japan is rapidly becoming one of the greatest producing nations in the world.

Although her territory is not so large as ours and although we are farther advanced in modern improvements, yet Japan, on equal terms, can undersell us in our own market in many and ever-increasing lines of production. Japan makes our hairbrushes, our toothbrushes, our matches, our fountain pens, our sewing needles, our chinaware, and many lines of household goods and hardware and many other articles of consumption. She is making them in ever-increasing quantities and she will continue to do so, unless we do one of two things. It is up to us. We can adopt Japanese standards of living and wages or we can enact an adequate protective tariff law. If we do the latter we need never fear coming to the former, but unless we do adopt one, we are on the way.

—American Economist.

TOO MUCH BOLSHEVISM

There is too much Bolsheviki spirit right here in America. Not the hell-roaring, machine-gun kind, made in Germany and used largely in Russia. But the discontent and irritation of war times hangs on. We haven't cooled off.

The temper of the people changed while the war was on. Power and light were turned off frequently without any notice. Business days were shortened. Labor was scarce. The lure of high wages took workmen to munitions plants.

Employes frequently were defiant or assumed a "don't care" attitude. Output per man was not so large as before. Skilled workmen refused to work with women.

The government regulated and restricted deliveries. Materials could be got only in limited quantities. Transportation was upset and unreliable. Every manufacturer, jobber and merchant was fighting to get his goods and everyone was on edge. People forgot to order and then demanded speed. And then most persons dealing with the retailer expected the same service and the same courtesy as in normal times.

The whole nation was cranky.

Now it's time we were getting back to rational thinking and acting. Quit passing the buck. If someone kicks unreasonably and gets on your nerves, don't pass it along. Don't go "up in the air" every time you are disappointed. Give the best possible service you can and remember the other fellow is trying just as hard as you are.

WHY STOP WITH SO MANY WORDS IN THE DICTIONARY?

The HARDWARE WORLD has among its readers a number that send in items from time to time. This is from a young saleswoman in a Middle Western hardware store:

"I came into the kitchen just in time to see the cream puff, and, oh, how it made the jelly roll and the butter fly, and the turkey trot so fast that the tomato had a hard time to catsup. The sugar got so sweet it made the tea spoon and finally made the spoon holder. That made the turnip turn a little radish. But imagine my surprise when the potato chips in and says: 'Cheese it,' when it saw the salad dressing. So I beet it rather than be in a pickle. The napkin rings, so I must say, 'olive oil.' Will see you tamale. Yours till the steam pipes.

"LIM BERGER."

PRACTICAL

Bob: "You look sweet enough to eat!"
Gertie: "I do eat. Where shall we go?"

It pays to be careful; the more careful you are the better it pays.

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Increasing Sale of Gas Ranges

Appealing to Children — Helps Successful Merchant's Methods

NOW that warm weather is here, anything that will lighten the housewife's burden and enable her to work in comparative comfort will be sure to receive her earnest consideration. Such being the case the hardware man can readily see the benefit in pushing gas stoves at this particular time.

A campaign along this line, recently undertaken by Barker Bros., will therefore be sure to interest the trade generally. They determined that the benefits of gas should be made known to every man, woman and child in the community, and with that object in view they prepared three distinct sets of circulars—each set especially written for the class to whom it was to be sent.

MOTHER GOOSE

THE MAIDEN

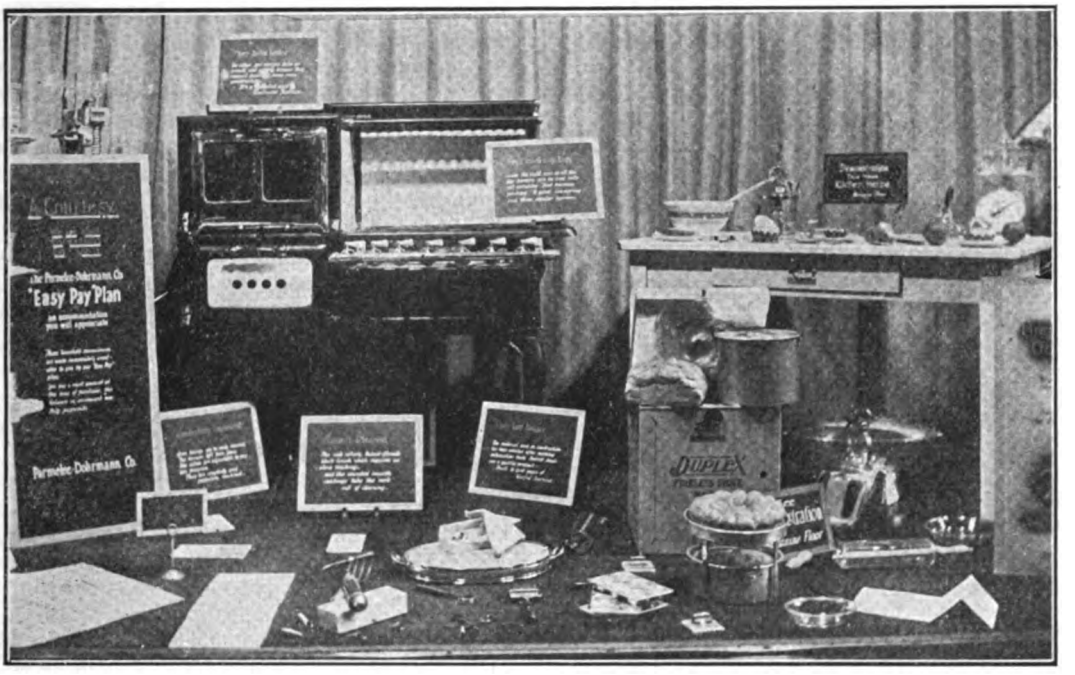
A little maiden, all forlorn,
Who rose with the sun on a summer's morn,
And wept as she thought of the bread and cake
And pies and cookies she had to make.

THE HOD

She filled the range with a hod of coal;
The heat was enough to try her soul;
She labored till noon with an aching head,
Till she finished her baking of cake and bread.

THE MAN

Then the man, with a smile so bland,
Who came to the door with his hat in his hand,
And told the maiden a tale so fair
That she ordered a GAS RANGE then and there.



Here is a display made by the Parmalee-Dohrmann Co., which was a splendid trade bringer. You can pattern after this.

It might seem to some that an appeal to the child would have little weight, but the firm figured that whereas some of the circulars sent to adults would be cast unopened into the waste basket, every child, delighted with the importance of receiving a letter, would be sure to read it—and that in most instances the communication, while remaining about the house, would be seen by the parents also. The message addressed to the children took the form of a little booklet, with gay colored pictures, and a little jingle, which they called "The Modern Mother Goose," reproduced herewith.

THE RANGE

Then the GAS RANGE that came next day,
And turned all drudgery into play;
That banished the coal, the ashes and heat,
And cooked things fit for a king to eat.

AGAIN THE MAIDEN

The maiden forlorn has grown sweet and fair,
Since her life has been freed from worry and care,
And she blessed the man with a smile so bland,
Who came to the door with his hat in his hand,
And told her a tale so true and fair,
That she ordered a GAS RANGE then and there.

Full many a truth is spoken in jest, and

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many a housewife, on reading the merry jingle, was struck with the sound, common sense of it, and imbued with the idea of emulating "the maiden all forlorn."

The circular sent to the man of the household stated a few plain facts regarding the relative economy of gas, oil and coal. As the bill-paying member of the household, the appeal was directed towards his pocketbook:

GAS ECONOMY PROVED

Gas is proved to be more economical—not only by monthly bills, if all fuel expenses are added up, as well as the original outlay in the stove that burns the fuel—but by the unerring results which the law of mathematics works out.

Because gas is capable of being utilized more directly against the object to be cooked, its efficiency is double that of oil, and nearly three times that of coal. The efficiency in gas is scientifically set down as 40%; that of oil, 20%, and that of coal, 15%.

Worked out visually, after accurate computation, the actual amount of work which a dollar's worth of the three fuels will accomplish is shown by the following schedule:

Gas, at 75c.....100%
Oil, at 7c..... 77%
Coal at $15 per ton..... 53%

Figures never lie, and the moral of this little tract is:

BURN GAS FOR THE SAKE OF ECONOMY

When all is said, however, the housewife who has to use the stove is the real member of the family to whom to appeal, and accordingly several days prior to their gas range demonstration they sent out a little circular to all the housewives of Los Angeles and surrounding country:

GAS RANGE WEEK, JUNE 9-14

Thousands of housewives will want to witness the battle of the Gas Range with the Coal and Oil Stoves this week. Never before in the history of the city has the public viewpoint been so closely focused on the modern gas range as compared to the older stoves that burn coal or oil, while mercilessly "cooking the cook."

The housewife who visits this demonstration may become a regular gas encyclopedia before the week ends, and no salesman, hereafter, with an inferior article and a superior vocabulary will be able to convince her that the worst is as good as the best.

An unusual demonstration will be given in our large show windows, which will be educative, to say the least, besides being interesting and "filling" in the bargain.

DON'T FAIL TO SEE THE COOKING CLASS FROM THE LOS ANGELES HIGH SCHOOLS PREPARE AN APPETIZING MEAL IN FULL VIEW OF ALL PASSERS-BY.

The practical demonstration of the gas range by teachers and pupils of the domestic science division was the trump card which brought the public flocking to their store. The windows were fitted up as a modern kitchen, with every modern convenience, and on the wall was tacked a big sign "Demonstration by Domestic Science Pupils of Public Schools under direction of Los Angeles Teachers."



Another display by a live merchant. Every hardware merchant handles similar goods, and should make use of them.

Each day from 12 to 2 P. M. a different group of girls prepared a simple, but complete meal—a card down front explaining the exact cost of each article on the menu and the total cost of the dinner for a family of six persons. The ease with which the meal was prepared was a convincing proof of the worth of the stove, and samples of delicious food passed out by the girls was a most excellent advertisement, both for the efficiency of gas as a fuel, and of the worth of a course in domestic science.

Inside there were given further demonstrations of the efficiency of gas for cooking, and it is safe to say that any merchant who so thoroughly advertised his gas ranges in the late spring would reap the cream of the sale of these stoves and become the recognized authority on gas in all its phases throughout the entire community.

TEN WAYS TO KILL AN ORGANIZATION

1. Don't come to the meetings.
2. But if you do come, come late.
3. If the weather doesn't suit you, don't think of coming.
4. If you do attend a meeting, find fault with the work of the officers and other members.
5. Never accept an office, as it is easier to criticise than to do things.
6. Nevertheless, get sore if you are not appointed on a committee, but if you are, do not attend the committee meetings.
7. If asked by the chairman to give your opinion regarding some important matter, tell him you have nothing to say. After the meeting, tell everyone how things ought to be done.
8. Do nothing more than absolutely necessary, but when other members roll up their sleeves and willingly, unselfishly use their ability to help matters along, howl that the organization is run by a clique.
9. Hold back your dues as long as possible, or don't pay at all.
10. Don't bother about getting new members, "Let George do it."

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Working for the Electric Household

MANY housefurnishing stores are satisfied if they sell an electric toaster to one housewife, a vacuum cleaner to another woman and an electric washing machine to the third customer. With each such purchase the dealer considers his responsibility has ended.

The housefurnishing dealer who has the hunch that he has made another convert to the electrical household, has the wrong idea entirely. In nine out of ten instances the housewife is convinced because of some labor-saving argument advanced by the housefurnishing dealer. She has electricity, so she buys either the percolator, the iron, or the vacuum cleaner as an experiment.

This spasmodic selling of electrical household appliances is the chief obstacle to that reality of the near future—the electrical household—and it is the goal that every housefurnishing dealer should strive for, for the time is coming when he will be able to sell everything electrical for the home. And this will make the occasional sale of an electric iron today seem like a small boy with a nickel lunchroom pocketbook and a hotel appetite.

The Bureau of Home Economics

The Bureau of Home Economics, managed by Mrs. William Laimbeer, is first and last operated in the interests of service. Not a single article is sold, nor are orders taken; in fact, all taint of commercialism is removed by the bureau occuping the floor above the showrooms.

Here the housewife may revel to her heart's content without constantly being on her guard for fear that she will be pressed to buy. The front part of the bureau's headquarters is laid out as a typical modern home laundry, with electrical washing machines, irons and the like. The housewife then enters the parlor or drawing-room, where she can rest in the comfortable easy chairs. Each electrical device is shown amid suitable surroundings.

The toaster occupies a small table used for serving afternoon tea, while the electric vibrator and curling irons repose on the dressing table. There is no running to a central receptacle for literature on each appliance when the housewife asks for it; on each piece of furniture is the literature pertaining to the article in question. This saves time and conserves energy. By stepping to the back one finds oneself in the model snowy-white kitchen — everything electrical—from the refrigerator to the stove. Here suitable dishes are prepared every day.

Objects of Bureau

One object of the Bureau of Home Economics is to instruct the housewife on the use of electrical household appliances—before she purchases them and the damage is done.

A woman can visit the bureau chiefly to while away a pleasant afternoon. She may have no idea of buying electrical household appliances, but because she gets service of the disinterested kind and not the kind that goes with dollars — after they are paid — she frequently becomes an excellent prospect. She may not get down to brass tacks herself, but you may rest assured that she tells her friends and acquaintances all about the entertaining afternoon she spent and more boosters will be made.

The Bureau Is Wide in Its Scope

Besides giving demonstrations on how to use electrical household appliances, literature is distributed on the wrong and right ways to use them. The menus that are prepared before the housewife's own eyes are available in pamphlet form, so that the housewife does not have to adapt her tried and trusty recipes to her electrical cooking utensils; the menus adjust themselves automatically. In this way another objection is removed.

It is the same way with the other household appliances. Many short cuts are suggested; short cuts that take into consideration the average housewife's pocketbook. For instance, if an electric dish washer is out of the question, an electric fan is suggested. As there is probably an electric fan around the house since last summer, the housewife is thankful for the practical suggestion.

Electrical Clearing House

The bureau is a clearing-house for electrical information. Mrs. Laimbeer and her assistants are expected to know of every electrical household device by every manufacturer under the sun. If the desired information is not readily obtainable, no time and expense is spared in following up the inquiry.

The Bureau of Home Economics tries out every electrical household appliance as it is placed on the market. If it comes up to their standards, the article is recommended. If not, it finds no room in their comprehensive collection of electrical household appliances for demonstration purposes.

Cooperating With the Schools

An unusual service rendered by the bureau is in having groups of students from domestic science classes in the local high school and colleges visit the demonstration rooms. If so desired, electrical household appliances are loaned to the schools in connection with any lectures given in their classrooms. An assistant of the bureau attends all such lectures in order to keep posted on the developments in the electrical household.

Information is freely given and willingly, to any magazine or newspaper writer on elec-

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trical subjects on the operation of electrical household devices.

Why Colored Girls Are Used

The bureau has also charge of the window demonstrations in the store below. Refined colored girls are hired for this work, as you cannot get any self-respecting white girl to stand in the window all day and be subjected to the stares of all kinds of passers-by. And since colored girl domestic help is in great demand, it adds greatly to the effectiveness of the window demonstration to show a colored girl operating a vacuum cleaner or an electric iron. It at once removes any fear of prejudice on the part of domestic help to the use of electrical household appliances.

Super Service Minus the Sale

Can you imagine paying for space in the newspapers to teach people how to manipulate electrical household appliances that have not been purchased from your particular store? Yet this is the unusual service performed by the Bureau of Home Economics. One such announcement pointed out that:

"These little electric servants work better is properly understood. To understand them is not difficult. The electric coffee pot, toaster, grill, chafing dish and iron are so simple that the most efficient method of operation is self-evident.

"The vacuum cleaner and the washing machine—perhaps the two most important of the household group—require slightly more attention, but only that which one of intelligence can readily give.

"Our Bureau of Home Economics is equipped to show how to best operate all of these appliances. Without obligation to purchase or use, we are glad to explain how they are made and how much time and effort they save—how they add to home efficiency, comfort and convenience."

Such service pays in the long run because many disappointed housewives are converted into pleased ones and they will be in the market for more electrical household appliances. When they are ready to buy they will remember the store with which the bureau is affiliated.

While the housefurnishing dealer must take care of the present, he must also look out for the future. The day of the household electrical is not just yet, but "In it," to quote the dedication of the Bureau of Home Economics, "there will be no unnecessary drudgery. In it, the worker will have for her use adequate tools of trade. In it the housekeeper be a manager and not a 'laborer in the trenches'." Such a bureau as that conducted by the New York Edison Company can be operated by the housefurnishing dealers on a miniature, self-supporting scale—provided it is not conducted entirely with an eye to present results.

MAKING 1919 A YEAR OF COOPERATION

"It ain't the individual,
Nor the army as a whole,
But the everlastin' teamwork
Of every bloomin' soul."

If there ever was a time in history when every individual in the hardware and accessory business, in every branch of the industry, should cooperate with his fellow, that time is here right now.

The war has surely taught us all one great lesson and that is the value of cooperative effort. As Chairman E. H. Gary of the United States Steel Corporation puts it, "The final and controlling reason for success is found in the fact that during the last few months of the conflict there has been a unity of purpose, a coordination and concentration of action and a spirit of cooperation between nations, between armies and between individuals. In the United States, at least, we have learned by experience how much can be accomplished when the masses of the people are working in harmony with one another to obtain a well defined and much desired result."

By meeting with an unbroken front the conditions we, in all branches of the hardware business, are going to be called upon to face as a result of the reactions and readjustments that must inevitably follow the war; by frank counsel with one another; by united action; in short by real team work—we shall help to bring about the proper readjustments and aid heartily in the establishment of a permanent basis of peace and continued prosperity.

Every manufacturer, wholesaler and retailer should make a firm resolve to cooperate through his association on those issues that will come up for united action. This work cannot be left to a few willing men—it calls for the efficient teamwork "of every bloomin' soul."

NEW PRESIDENT WITTE HARDWARE CO.

F. A. Witte was elected president of the Witte Hardware Co., St. Louis, Mo., succeeding Otto H. Witte, who passed away on February 3rd, and who had been president of the firm since it was incorporated in 1880.

Mr. Witte is a native of St. Louis, where he was educated, and after several years of study and travel abroad, entered the firm as a clerk. He advanced through the various departments and on January 1, 1910, was elected vice-president of the company.

The other officers of the firm are: Otto W. Witte and M. L. Witte, vice-presidents; Walter Schulz, treasurer and O. A. Staude, secretary.

The business is growing rapidly and a splendid outlook is reported.

H. R. Copley, who has just returned from overseas as a Lieutenant of artillery, has joined the organization of the Jobbers Manufacturing Co., calling on the jobbers of wholesale hardware and mill supplies, belting and other jobbers in the interest of Blue Ribbon Belt Dressings.

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THE WAIL OF A MALE WHO BOUGHT BY MAIL

Ma was reading out loud from her magazine,
When she says to me, "The best I've seen
For all the things that must be had
Is this here low-priced mail-house ad.

"Here's Cross Grained Oats, 9 cents—no more—
'Gainst 10 they're charging at the store,
And if all the rest that's advertised
Is just as cheap I'd not be s'prised
That we'd save money in the end
By trading with our low-priced friend."

So I shot an order into the mail—
It carried my name, it carried my kale.
I ordered a lamp and a rocking chair,
A pail of prunes and some underwear.
My wife, she ordered two petticoats,
A new false puff and some Cross Grained oats;
A Noah's Ark for baby's toy,
A pair of boots for Bob, the boy;
Stockings for Nell, a waist for Lizzie—
Just writing that order kept me busy.

Well, we shot the order into the mail—
'Twas all of a thirty-dollar sale;
We figured out three days was enough
To fetch us that dodblasted stuff.
They got my coin but not a peep
Did I hear from the firm of Grab & Keep.
'Twas all of two weeks—maybe three—
Before them goods arrived for me.
I got a notice, hitched the ma'ar
And drove three miles to the railroad car.
I found a whacking big box there—
Some smashed up, but I didn't care.
(When you've honed for prunes until it hurts
And your back is cold for lack of shirts,
When the goods in front of you's labeled "Must"
You grab 'em—if the box is bust.)

So I heaved the wreckage into the cart
And headed for home, feeling pretty smart.
My goods had come from a town that's real,
And I'd save four dollars on the deal!

We soon got home and opened the case
And looked at our purchases, face to face;
Well, sir, 'twas an eye opener, you can bet,
And one that I shan't soon forget!
The parcel of oats was torn to rags—
But we'd saved 12 cents on a dozen bags!
The prunes seemed good, and the baby's toy—
Before it broke he had one day's joy!
My wife's false puffs was some horsehair stuff,
And her petticoats wa'n't half large enough,
The stockings for Nell looked thin and frail,
The waist was ruined by a rusty nail.
The lamp was as lurid as a three weeks' boil,
And held 'bout a teacupful of oil.
The boots for Bob cost the same, no more,
Than Hoskins asks at the village store.
But the rocking chair, "built of solid oak,"
Was the funniest part of this wholesale joke.
Oh, 'twas just like the picture, rod and rung,
But the size of the thing's where we got stung.
Ma tried it and found 'twas a false alarm—
'Twas a foot too narrow from arm to arm!
Nell had more luck; she wedged right in—
But we pried her out with the rolling pin!
Then I set right down and figured the sale
That "ad" had made through the U. S. mail.
I figured an hour, and then some more,
And found we had nothing on the village store!
I'd sent thirty dollars to Chicago, Ill.
And saved 12 cents on the total bill!

Then I seen at once 'twas them 9-cent oats
Had taken our dollars and made us goats!
So I swore by all that was holy and pure
I'd read no ads with a low-price lure.
I stopped ma's magazine on the spot.
Will I take it again? I reckon not;
Leastwise not till they put a ban
On that "come-on" stuff of the mail-house man!

WELL KNOWN HARDWARE MAN MARRIED

R. M. Kellogg, manager of the hardware department of the Pacific Commercial Co., of Manila, P. I., was recently married to Miss A. B. Crouse, of New York.

Mr. Kellogg is well known to the trade in the "States," having been formerly a sales manager for the Simmons Hardware Co., of St. Louis, with which institution he was identified for many years.

He has many friends throughout the country, who will unite in wishing him many years of wedded bliss.

AN UP-TO-DATE HARDWARE STOCK

Wrenches, Hammers, Saws and Files—
Bits in "16"—different styles.
Many sizes—"Loose Pin Butts"—
Every make of Bolts and Nuts.
Locks and Catches for the Door—
Padlocks that you've seen before.
Chisels, Pliers, Gimlets—Awls—
Sashcord Hanks and Cord in balls.
Hooks and Eyes, and Coat Hooks, too—
Quantity sold is up to you.
Ball bearing Castors—for the bed—
S-Wrenches with a double head.
Moulding Hooks and Picture Wire—
Pails for sand in case of fire.
Vises, Valves and Gasoline Torch—
Screens for Windows, Doors and Porch.
Plumbers' Washers, Waste and Wicking—
Glues that guarantee good sticking.
Trowels for Garden, Pointing, Brick—
Tacks for carpets thin or thick.
Taps and Drills and Harness Snaps—
All the latest Animal Traps.
Checks, and Chucks, Chain and Clamps—
Globes—for Electric Gas and Lamps.
Crowbars heavy, Sash Weights light—
Shovels, Scoops, whose makes are right.
Levels, Planes and Mitre Square—
Emery Cloth that will not tear.
This list we end with Zig Zag Rules—
But Hardware Stocks have many tools.

—Reeg, the Rhymer.

INTERESTING, HELPFUL, PRACTICAL

I have been a subscriber to the HARDWARE WORLD for many years, and I consider it one of the most valuable publications that comes my way.

I always read it with keen interest. Its matter is put in an attractive manner and well illustrated. I appreciate its short, practical articles on the general phase of hardware merchandising.

It do not hesitate to recommend the HARDWARE WORLD to hardware men, as one of the most up-to-date, practical and interesting trade journals published.

Oregon. G. P. PARSONS.

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Increasing Profits in the Automobile Accessory Department

MANY men have made sizeable fortunes in the automobile accessory retail business. Some hardware dealers have found the automobile accessory department so profitable that their stores have virtually become accessory stores. To accomplish these results, however, it has been necessary to conduct the automobile accessory department along somewhat different lines than those which have proven satisfactory in the other lines of hardware.

In the first place, considerably more care must be displayed in buying accessories than is required in buying standard hardware. A screw driver is a screw driver and if it cannot be sold as quickly as might be desired, it is standard stock and can be sold eventually and probably at a price which will show a profit.

Automobile accessories, however, have not been standardized. Simply because a certain accessory sells well this season is no proof that it will sell equally as well next season. It may be sold for new cars this season and next season all the new cars may have changes made in their design which will make such an accessory unnecessary.

It is well to bear in mind that many of the refinements on the present day automobile are due to the accessory market. In fact they are accessories in many cases that have been placed upon the car as regular equipment. There was a time when automobiles did not include tops as regular equipment. In those days tops were accessories to a far greater extent that is the case today.

Not so very long ago speedometers and various other attachments were purchased and attached to the car after it was delivered to the purchaser. All these things have a marked effect upon the accessory business, but they do not materially reduce the profits if the dealer keeps a close watch on the market. These things have to be taken into account, but they stimulate rather than reduce the amount of business done.

Many an accessory is placed upon the market in these days in the hope that one or more manufacturers can be persuaded to include it as part of the regular equipment of the car that would not be placed upon the market if there was no such prospect of making large sales to one purchaser.

Use Care in Buying

These conditions make it necessary that the greatest care be exercised in buying automobile accessories. The greatest caution must be used not to overstock. It is usually far harder to dispose of surplus stock of automobile accessories than it is to dispose of surplus stock of any other line of hardware. In the accessory business there is more or less change in the styles of accessories purchased. In some respects this department of a hardware store corresponds to the millinery department or a dry goods or department store.

There is one advantage in this fact in regard to automobile accessories. The careful buying that is necessary if money is to be made at all results in a rate of turnover that very materially increases the profits. However, since there is danger that surplus stock will have to be sold at a greater loss than would be the case in other lines of hardware it is not wise to figure the same margin of profit upon the automobile accessories that is figured upon the standard hardware. The cost of doing business in the accessory department is pretty sure to be higher than in the other departments, due to the lack of standardization.

Service and Salesmanship Are Required

in the accessory department to an extent that they are not required in any other department if the maximum profits are to result. When a person buys a set of hinges or a lock he does not expect the seller to install them for him. In the case of automobile accessories, however, many a sale is lost unless the accessory can be installed immediately upon the car. There are many accessories such as horns, spotlights, lenses, wind shield cleaners, etc., which can be installed in a few minutes and which the hardware store can sell in far larger numbers if it does install them as soon as the sale is made. If they are not installed many a prospective purchaser is going to make his purchases at the garage.

More Knowledge Necessary

To make a success in selling automobile accessories the salesman should know more about them than it is necessary to know to sell other lines of hardware. Most of the accessory manufacturers supply literature free that gives most of the information desired. In addition to that reading of trade papers will prove a great help. The more information the salesman has, the more accessories he will sell.

There are frequent changes in state laws in regard to certain accessories that are required or which are forbidden. For example, all states now have headlight laws, but as yet these are not entirely uniform and in many cases they are confusing to the automobile owner.

The accessory salesman should be familiar with these laws and be able to tell the pros-

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Haul bigger loads
using
ADVANCE CORK INSERT

Transmission Brake Lining for FORDS

Advance Cork Insert means more pull to start and stop your loads. Here's an example of what it does for a Ford Truck: "We found it impossible to haul more than 1500 pound loads with our Ford and trailer. The engine would go dead in trying to start the load in low gear. But *since* using Advance Cork Insert, loads as high as 2500 pounds are being hauled without any difficulty in stopping or starting. *They produce a smooth friction action without jerk or chatter.*"

"We use nothing but Cork Insert," says a large New York trucking concern, "because loads can be started and backed by our Ford trucks that cannot be budged with ordinary lining in the transmission."

Sold in this red and black box



$3 per set of three.

Rockies West, $3.25
Canadian, $4.50

Advance Cork Insert also means a *sure* brake. It brings the heaviest load to a smooth, easy stop. Saves the car. Saves accidents. Saves worry. Wears so well that it is cheapest in the long run.

Be sure you get the genuine Advance Cork Insert. It is easy to identify, by the red and black package, and in the name in big letters "Advance Cork Insert."

Be Sure You Get the *Genuine*

ADVANCE AUTOMOBILE ACCESSORIES CORP.
Dept. G-83, 56 East Randolph Street, Chicago

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pective purchaser just why the lenses or the other lighting devices he has for sale meet all the requirements of the law. If he is located in a city near the boundary lines of two or more states he will do well to become familiar with the local laws regarding automobiles in these adjacent states. Little things like knowing these laws will be sure to result in many new sales.

There are many accessories the care of and the construction of which is information which will result in sales. A great many automobile drivers are very far from being first class mechanics. In fact, one of the greatest triumphs of the automobile industry has been the turning out of machines so nearly fool proof as the modern automobile, a machine that anyone who is capable of learning how to wheel a wheelbarrow seems to be able to learn how to operate successfully.

To make the greatest success in the sale of accessories it is necessary that the salesman be able to explain the construction and the care of the accessories he sells to these people in such a way that they will not fail to understand what he is talking about.

Combine Salesmanship With Work

The man who renders the installing service of those accessories that have to be installed upon the car can greatly increase the volume of sales made if he combines some real salesmanship with his work. It is not necessary to urge any purchases. That line of sales endeavor will not result in the maximum of sales. Rather he should demonstrate and suggest. For example, if he is installing a horn upon a car and notices that the car is not equipped with a radiator thermometer he might show the advantages of such a device. Other accessories, the need of which is more or less apparent, might be suggested. Some of these can be demonstrated on the car. Some will have to be merely shown and their advantages described. By selecting the right type of man the increased sales which he can make while installing the accessories upon the car will more than pay for the cost of the service rendered.

By suggesting the advisability of installing accessories upon the car it is not recommended that the hardware dealer operate a garage. It is suggested only that he install such accessories as horns, spot lights, lenses, etc., that require little time and that can be installed while the car waits. Those accessories which require a more or less disassembling of the car it will probably pay to sell to those people who will purchase them and install them themselves or have a garage man install them.

The Increasing Use of the Truck and Tractor

which the war has greatly stimulated means that the automobile accessory business is not going to be confined to passenger cars alone. There will be a demand for kerosene attachments for tractor, speed controls and mileage measuring devices for trucks and hundreds of devices that will eventually be placed upon the market which can be sold to the truck and the tractor user.

Just as the present passenger automobile owes many of its refinements to the accessory manufacturers and dealers, so will the trucks and tractors become more efficient and the better adapted to the uses to which they will be put through the manufacture and the sale of accessories to be used upon them.

In the accessory department, therefore, attention should not be concentrated upon the passenger car alone. There is a big field for accessories in the widening use of tractors and trucks and there is promise that in these fields of the automobile industries a great deal of the attention of accessory manufacturers will be concentrated during the next few years.

To make the greatest success of the automobile accessory department it is necessary to devote a very considerable amount of attention to it. The profits which will result will well repay this attention being given. If the store is small the owner should give this department his personal attention. If it is large it will pay him to organize a separate department for accessories, place it in charge of one of his best men and keep a very careful record of results. Though goodly profits can be made, there is always a possibility of more or less serious loss unless careful attention is given to this department.

HOW TO LOOK

"To look upward and not down,
To look forward and not back,
To look out and not in—and
To lend a hand."

A FATHER'S FORESIGHT

Some one noticed that Pat used both hands equally well. "When I was a boy," he explained, "me father always said to me: 'Pat, learn to cut your finger nails with yer left hand, fer some day yez might lose yer right hand.'"

LOOKED THE PART

Harry—I understand Gertrude married a man who made a big fortune by a lucky speculation in soap.

Grace—Yes, and he disgraced her while they were on their honeymoon.

Harry—How did he do it.

Grace—Gertrude wanted the other passengers to think an ocean voyage was an old story to them, when her husband, almost as soon as they were on board, pointed to a row of life preservers and asked the captain what was the idea of all the extra tires.

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Diamond
SQUEEGEE TREAD TIRES



WITHOUT extra overhead expense, without added sales force and with but a small investment, hardware dealers, everywhere, pile up more profits by merely displaying DIAMOND TIRES.

You too will realize rich profits on DIAMONDS. Your turn-over will be so rapid and your jobber will supply you so quickly that you will never have your money tied up.

Your *prospective* customers, as well as your own trade, know the 5,000, 6,000 and 8,000 mile performances of DIAMOND TIRES — that is why DIAMONDS are powerful magnets for new business. Inversely, "When they come to buy a 'DIAMOND' they stay to buy a wrench."

Over 2,000,000 "DIAMONDS" in use. Write us or your jobber.

THE DIAMOND RUBBER CO.
AKRON, OHIO

401 Mission Street,
San Francisco

Cut Your Tire Upkeep *with a* Diamond

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Time Valuable Only as You Make It So

"Employ thy time well, and since thou art not sure of a minute, throw not away an hour"

IT IS almost a truism that time is valuable and that time is money. To be perfectly honest, though, we should qualify that statement and add that time is only valuable and worth money provided we actually make it so.

Lots of people have plenty of time but very little money. In business, time counts. The productive years of a man's life are limited. After he gets his affairs well under way and coming to good purpose, then success seems to gather momentum and to roll along merrily. But if the tide turns the other way, then time moves along just as fast and the years of opportunity grow distressingly few.

It has been said that this is the age of young blood. When war was declared, it was the men in their early prime who were called for. It was the young fellows who won the Civil War. In the case of the great war which has just closed, the older men were left at home to fill the important positions and to use the experience which the years had brought them.

More than one business suddenly discovered that the men whom they had thought past their highest degree of usefulness were in reality steady, reliable, competent and earnest. So to a certain extent the older men came into their own once more.

We often feel that we would like to go back and do the work of the years over again, guided by the experience which we have gained. But this is impossible. Yet that experience is with us and should be of value from the point where we are now to the end of our earthly career.

As the old proverb has it, "Time enough is little enough," that is to say, none of us have any to spare. If we want to turn it into money, we must use it to good purpose. It is true that "one hour of today is worth two tomorrow," which is about equivalent to the more familiar saying, "Make hay while the sun shines."

None of us has any assurance or guarantee of future time, and no one can tell what a day or a month may bring, so it is up to us as sound, sensible men to make use of the present to build securely for the future and our own prosperity. It is mighty poor business to place ourselves where we will be in anyone else's power—and that means making wise use of ourselves, our assets and the days which the weeks bring us.

Did you ever notice that the people who are the most shrewd, the most successful and the most forehanded have the least time to spare—that's why they are forehanded!

Many a man thinks that all he needs to do is to attend to the routine duties of the day and that somehow or other business will move along and his bank account will swell. Even a peanut stand will not prosper under such conditions.

Analyze the success of any man of affairs and you will find that by some manner or means he has managed to keep a watchful eye upon the different parts of his business, and has succeeded in co-relating those parts so as to keep everything moving forward in fine team unison. More than that, he has looked ahead and made his plans intelligently so that today, tomorrow and the day after have been used to the best possible advantage to achieve the goal of his ambition.

There is no appeal from time past, but there is opportunity in the present and the future. The loss of time is a crime. Make the most of time by taking a course of study, by observation, by association with men wiser than yourself, and best of all by all-around self-improvement. Yes, time is money if you make it so

OVERHEARD IN A HARDWARE STORE

"It is 'plane' that I love you," he began.

"Is that on the 'level'?" she asked.

"Haven't I always been on the 'square' with you?" he urged.

"But you have so many 'vises,'" she remonstrated.

"Not a 'bit' of it," he asserted.

"What made you 'brace' up," she queried, coquetishly.

"The fact that I 'saw' you," he replied, with a bow.

"I ought to 'hammer' you for that," she answered, saucily.

"Come and sit by me on the 'bench'," he urged.

"Suppose the others should 'file' in?" she demurred.

"Let me 'clamp' you to my heart," he pleaded.

"You shouldn't let your arms 'compass' me," she replied.

"I know a preacher who's a good 'joiner'," he suggested.

"Promise not to 'chisel' him out of his fee," she requested.

"That wouldn't 'augur' well for us," he answered.

"Shall I wear my 'blue print'?" she asked, as they started for the license.

KEEP IT COMING

In sending renewal of subscription for the HARDWARE WORLD, I want to tell you that I like it very much indeed, and want you to keep it coming.

Nebraska. SAM S. LONG.

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JOHNS-MANVILLE
FIRE EXTINGUISHER

Through—
Asbestos
and its allied products
JOHNS-MANVILLE
Serves in Conservation
Heat Insulations, High Temperature Cements, Asbestos Roofings, Packings, Brake Linings, Fire Prevention Products



-no need to pump while shooting

-there's a real sales argument

Accuracy of aim.

Speed of operation.

You will hardly find two stronger talking points for any specialty you handle than the two here mentioned.

You can clearly demonstrate both before the customer's eyes; both have a strong selling appeal. The result is obvious—quick sales to thoroughly convinced customers.

Straight and quick to the vital spot!

The Johns-Manville Fire Extinguisher.

"Can be operated by anybody, in any position, anywhere."

H. W. JOHNS-MANVILLE CO.
New York City
10 Factories—Branches in 63 Large Cities

Talk to your jobber's salesman

Ask him to tell you about the Johns-Manville selling policy and how we protect the dealer.

Price in U. S. East of Colorado, $10.00; $10.50 Colorado and West Dominion of Canada; $12.00 East of Calgary; $12.50 Calgary and West.

There is a 15% reduction in Fire Insurance rates if an automobile carries a Johns-Manville Fire Extinguisher.

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Near-At-Hand Opportunities

As Applied to Accessories. "Distance Lends Enchantment" Theory Not a Safe One to Follow—Make Use of Opportunities at Home

IT SEEMS to be a characteristic of the human mind that to the average individual, far-away fields look much greener and more promising than those near at hand.

We are all familiar with the story of the man who set out from his humble cabin to seek his fortune, and who, after wandering for years, came back to find that the location he had deserted had made millions in oil for those who came after him.

Not long since a friend visited a village of some 500 people. While sitting in the barber chair, that functionary entertained him by telling of different individuals who had gone away to find fame and wealth. The majority had found disappointment instead, and of the entire number no one had become possessed of large means. At this juncture an elderly man got out of the chair opposite, paid the amount due and passed out of the front door.

"I tell you what," continued the barber, "that man stayed at home and made good. He wasn't a very brilliant scholar in school as a little chap, so people say, nor did he seem to have any great talent or ability, but he opened a store here and has done business for many years. Today he is worth anywhere from $300,000 to $500,000. Come to think of it, he has made far more money than any of the chaps who went away to get rich."

It is true that one man will succeed in business where another will fail. The first one will be honest and perhaps exceedingly industrious, yet for some reason or other none of his efforts will seem to count to good purpose.

Another man will come along and will take the same outlay, not work half as hard, and make a good thing of it in short order.

It is all a case of realizing the opportunities which lie close at hand, and having executive ability enough to turn these to account.

The Difference in Men

One man will wait for trade to come to him; another will go after it by wisely prepared and well placed advertising and suitable business promotion methods.

One man will have no idea of the buying capacity of the people in his area; another in the same circumstances will have all the facts and statistics likely to be helpful to him as to population, total pay rolls, classes of buyers, etc., etc., carefully tabulated.

One man will take a great deal for granted; another will test every new proposition carefully, and will safeguard himself at every point. He will never take a rough estimate or a chance, nor will he do business on a guess. He will know, even if it takes time and money to find out.

One man will do without the necessary equipment because he feels he cannot afford it; another with no more money, will establish credit and outfit himself properly to win business and to merit an increasingly large patronage. He will soon pay for what he has spent, and will be in a position to spend more.

One man will put in a side line or two and wonder why he has been foolish enough to invest the necessary money; another will survey his field so carefully that he will know just what and how many side lines can be pushed to advantage, and he will make the profit on these go a long way toward wiping out his overhead expense. He will not tolerate a side line which is a loser, nevertheless he will not put out those goods which do not make large profits for good reasons; for he knows that each one brings some customers to his doors who are likely to require other supplies and service.

One man thinks because he has always had a certain kind of a business front, or display windows, or selling space, that it must remain this way; another sees how the place can be improved and brought up to date, or is on the lookout for a location which is even more advantageous.

One man is content to be a follower or a small fish in the pond; another aspires to leadership, and to win this reaches out and wins public confidence with the resulting business reation in his favor. This sort of a man plans to be in control of a situation with which he has to do, especially in a business way, lest he be at the mercy of someone of doubtful judgment.

One man is satisfied with small success and does not expect to do much more than just to get by; another one has visions of larger things and is willing to work to achieve these. He studies the business methods of successful men. He cultivates the acquaintance and co-operation of those who have made good. He reviews his own conduct constantly to detect faults and weaknesses of management, and these he seeks to remedy.

One man is so thoroughly satisfied with himself that he sees no reason for improvement; another is not unduly introspective or self-critical, nevertheless he is ready to learn better ways and better methods, and to make use of improvements and inventions.

One man is restless and not willing to wait for the harvest of his plans; another is patient,

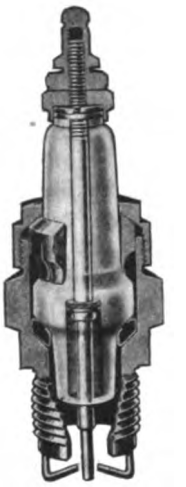
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HERCULES Spark Plugs

GIANT TYPE

Replacing the lock nut and upper gasket commonly used, a flexible assembly is achieved in HERCULES construction through the use of a **SPECIAL SPRING GLAND** which is held in place by an outer housing and all rigid contact between porcelain and metal parts is elimiated.

This construction not only holds the plug compression tight and maintains perfect alignment but the sliding spring action of the gland absorbs shock or strain and heat expansion, which is the cause of the majority of porcelain breakage.



Note the Spring Gland Construction

FURNISHED IN ALL STANDARD AND SPECIAL SIZES



⅞ S. A. E.
(A. L. A. M.) Especially recommended for Cadillac. Chalmers, Hudson, Marmon, Maxwell, Packard, Paige and others.



⅞ EXTEN.
For cars requiring deep penetration, such as Buick, Olds, Interstate, Dodge, etc.



½ STAND.
Will give maximum efficiency and service for such cars as the Studebaker, Ford, Overland and Regal.



½ EXTEN.
Highly recommended for old model Fords and Overlands and all Reo models, both pleasure and commercial.



FORD SPECIAL
½ inch long body. The long shell above the thread eliminates the need for socket wrench.

"STRICTLY A QUALITY PRODUCT"



TRACTOR
¾ inch pipe thread Tractor Special, made extreme oversize for use in high-powered tractor motors.



⅞ EXTEN. LONG
A special type with long body above and below threads for such cars as the Oakland, Oldsmobile, etc.



⅞ S. A. E. LONG
A special type for use in cars with sleeve valve or deep port motors.



METRIC
Standard for practically all foreign cars, also old model of Amplex, Packard, Pierce, Simplex and White 4-cylinder.



PORCELAIN
Porcelain assembled, for all regular and extension type plugs. Indicate style of plug when ordering.

ECLIPSE MANUFACTURING COMPANY, Indianapolis, U. S. A.

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far-sighted and appreciative of circumstances and conditions about him. He says to himself:

"My opportunity is probably as good as elsewhere. There will be some things I would like to change in any locality. With the right sort of effort I can make good in this field, and it will require no more effort and no more risk than to wander far off and take new chances in strange places."

The story is told of a newspaper reporter who was left in a small western town for twenty-four hours, owing to floods which had washed away some of the track farther on. During his enforced stay, he sought, as was natural, the editor of the village paper. He was met by a somewhat gloomy individual, who declared that nothing had happened there in the quarter of a century in which he had made it his home, and that probably nothing ever would.

However, the newspaper man was trained along different lines. He had been taught to look for the unusual or that which would make good business write-up material wherever he happened to be. Before the day was over, he had found at least half a dozen remarkable characters, each one of whom was interesting enough to be the center of a special feature article. That single day netted the stranded reporter a large sum of money because of what he was able to develop from it—and yet the local editor had not even recognized the wealth lying at his very hand.

Opportunities at Your Door

Have you ever stopped to think just what a highly successful man might make of your business? Have you ever jotted down the things he would want to do and be likely to succeed in doing?

Have you ever figured out how long it would take him to do this, and how he would manage if he had no more capital than you have to work with?

Have you ever fancied just what he looks like, and have you ever gone up in imagination, slapped him on the back and said, "Old Fellow, suppose you go in business with me. You be the silent partner and I'll get out in the open and put things across."

Have you ever looked about for the unused wealth of opportunity in your territory? And if so, what steps have you taken toward cashing in on these?

Remember, one man will get rich where another will starve to death. One will be prosperous where another will continue to tread water. One will thrive where another will mark time.

Which leadership do you elect to follow? Are you ready to pay the price of courage, initiative and work? Are you ready to keep a stiff upper lip when the time comes that the road is bad and you have to make some hilly detours? Will you be ready to remember that these hard places are your "tests" or "examinations" as to your ability to be halted by discouragement or to be sent forward with greater determination than ever, to win out?

I repeat, there are opportunities about you of which you have not yet made use. Will you find them and use them, or will you let the field lie fallow until some more alert individual discovers them before your face and eyes? The near-at-hand opportunities are not to be slighted, simply because they are familiar and so easy to take advantage of. The modern idea of thrift demands that we shall make the best of everything, and that means opportunities as well as food and clothing and fuel.

"THE LAMENT OF A PNEUMATIC TIRE"

The rasps of a street-car rail,
The bruise of a heavy stone,
I'm bowled along, to the end of the trail,
By a mutt, with the head of a bone,
My wheels are out of alignment,
My wounds are neglected and sore,
Hourly, I receive an assignment
Of blows and cuts galore.

My plies are loosened by sand,
My tread, cut by tin and glass,
My sides are jammed, to beat the band,
At the diction of an ignorant ass,
He aims to strike each treacherous hole,
To pick up wire and nail,
With screaming brake, he scrapes my sole,
Then curses, because I fail.

I roll along for countless miles,
Praying for the end to come,
As the brutal guy, with fiendish smiles,
Takes a curbstone on the run,
Fabric and rubber, my heart, my sole,
Good four thousand miles to flee,
With but little care, I could merily bowl,
Far beyond my maker's guarantee.

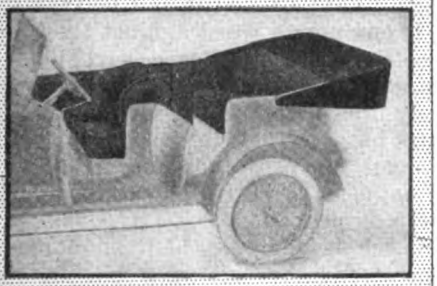
Air all about me, but little inside,
As my walls break down, I shout,
Without further warning, my poor old hide,
Gives up the ghost and blows out.
Then it is, to everlasting fire
My maker is consigned by the fiend,
Who had filled my wounds, with sand and mire,
And ne'er once, my air redeemed.

From the depths, of a loathsome scrap-pile,
I hear my owner rave, and swear
That I'd failed by many a mile,
Although given the best of care.
The sad faced Servitor, long considered a Thief,
Deplores the failure of one of his tires,
With trembling voice, grown husky with grief,
Offers an adjustment, to the Prince of Liars.

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Badger











Seat Covers

Compare them with any other make. Be critical! Consider quality. Consider price, fit, finish—**everything!**

BADGER COVERS ask no "odds." They have no excuses to offer. We state definitely—without any reservation whatever — that Badger Covers are the greatest value ever offered.

Investigation will convince you absolutely of Badger superiority. Endless selection of fabrics and colorings. Glove perfect fit guaranteed. For practically all makes of cars. Prices as low or lower than asked for inferior makes. Extensive advertising—unrivalled excellence—and cost economy make them exceedingly profitable for dealers.

Slip Roofs

New Type. Remarkable improvement. Durable weather-resisting materials. Style never before attained in a re-cover. For all popular makes of automobiles. Absolute fit. Cut by car manufacturer's patterns. Nothing complicated. Come ready to put on. No trimming—no measuring. Simply place in position and tack on. Job complete in few minutes' time—by anyone who can use a hammer. Tremendous demand. An unusually attractive proposition for dealers!

Tire Covers

Made with as exacting care as finest upholstering. Toughest of wear-resisting materials. Utmost of tire protection with most pleasing appearance. Never has so much style and service worth been offered in a Tire Cover. A rapid seller.

Back Curtains

With Plate Glass Windows

A distinguished Pierce-Arrow effect. Nothing gives so great a tone of class to a car—any car. Beautiful crystal-clear plate glass windows instead of dingy, cheap-looking celluloid. Trim, tight fit. No wrinkles. No cracking—no creasing. A positively faultless back curtain. Meets a real need. Remarkably reasonable price—due to gigantic output.

DEALERS—the better the grade of accessories you sell, the better your business will be. Get acquainted with the Badger Line. Be sure you are handling the best. TODAY—write for catalogues.

Wisconsin Auto Top Co.

7 Main Street, Racine, Wisconsin

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VERBAL AGREEMENTS ARE ALWAYS POOR AGREEMENTS

I always feel as if the most interesting matter I can get for these articles is horrible examples of how not to do it. There is more business law to be learned from one horrible example than from fifty precepts. The following is a very good horrible example of how not to sell a business:

Minnesota.

A sells to B under "Contract for Deed" some property, consisting of lots, store building, equipment and stock (supplies on hand). Certain parts of the equipment were exempt from the sale by mutual verbal agreement between the two contracting parties, but B was to be allowed to use them for awhile. B paid a certain amount when he took over the property, the balance to be paid in installments, with interest at 10 per cent. By verbal agreement B was to take over the insurance policy on the place from the date the property was turned over to him and refund to A the pro rata share of the premium, policy having run less than two months when property was turned over. It was also stipulated in the contract for deed that B was to pay all taxes on the property levied after the property was turned over, May 1. B failed to live up to his promise to take over the insurance policy and A had to carry it through the year to protect his interest in the property, as only 20 per cent had been paid. B also failed to pay the personal property taxes for the first year, claiming that as part of the personal property was exempt in the deal, A should pay all the personal property taxes (about $20), which he did rather than have any trouble about it.

When the time came for the final payment on the contract, B made a big holler about the interest on the last payment, which according to the contract, was to be 10 per cent—the usual rate demanded by the banks in the State. To have the matter settled amicably, A agreed to take 4½ per cent.

A few of the things—personal property—which by mutual and verbal agreement were exempt in the deal, was left in the place, also by mutual verbal agreement, until such time as it should be convenient for A to take them out. Some of these things have been destroyed by B and others he refuses to give up, claiming they belong to him.

The contract and the deed was made out by a third party. Neither the contract nor the deed make any reference to personal property, only real estate and improvements are mentioned. No bill of sale was given for personal property. Now the question is: What can A do to get his rights? Can he force B to turn over property in question (the things referred to as exempt in the deal by verbal agreement)?

If A wanted to be mean could he not take all the personal property that was in the place at the time of sale? The deal was made three years ago and the deed executed two years ago.

Can B force A to give him a bill of sale now without any further consideration? O. J. G.

Some weeks ago I described the predicament, wholly different from the above, of another man who had sold his business without legal advice. At the time I thought that was about the worst snarl I had ever encountered along that line, but the case above submitted is in some respects worse.

Below is a little list of things A, the seller, was to get from B, under the verbal agreement between them, but which he has failed to get:

1—The cost of carrying insurance after the deal was made.

2—The cost of personal property taxes after the deal was made.

3—Ten per cent interest on the last payment.

4—The return of the fixtures which he left on the premises. Some are destroyed and some the buyer refuses to deliver, claiming they are his.

The mistake here was in allowing so much of the deal to be verbal. Of course verbal agreements are not unenforceable. B could have been compelled to pay the insurance premium, and the full interest, and the taxes, notwithstanding his agreement to do so was verbal—if A could have proved it, but leaving it verbal made it one man's word against the other. The business man who makes a verbal agreement with another, not in the presence of witnesses, is surely laying up trouble for himself. He has nothing but his naked word, and while the other man hasn't either, nevertheless if the latter happens to be the more plausible of the two he may prevail.

This whole deal was badly managed. Any agreement for the sale of a business, outside of real estate, should be reduced to writing and should go into the uttermost details. And especially should there be an inventory of every nut and bolt included in the sale. The full terms should also be set forth, and nothing is too trifling to put down. Where the sale includes the real estate and stock and fixtures, there should in the beginning be a blanket agreement covering both real estate and personal property, and providing that a deed be executed for the real estate and a bill of sale for the personal property. Then these latter papers, each complete in itself, should be executed at the proper time.

In the above case A could not claim all the personal property, unless he wanted to commit perjury, for he would have to admit that some of it passed with the sale. As to the goods which were not supposed to pass, he can sue B for what was destroyed and replevin what B holds unlawfully. I should not deliver a bill of sale until B has accounted for everything that didn't belong to him, and has also refunded all the money which A spent for expenses which, under the agreement, belongs to B.

SHE KNEW

"I've brought back those eggs you gave me this morning," said the new bride, as she began to take out the articles in question from her basket. "They're duck eggs."

"Duck eggs!" sneered the grocery boss. "You're mistaken, ma'am. I don't never sell no duck eggs."

"But I tested them," triumphed the matrimonial novice. "I dropped them into water and they floated."

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Interesting your automobile customers in QUALITY OILS

PROPERLY displayed, Motul and Gearese are big money-makers for the Hardware Dealer. The containers for these high grade lubricants were designed to suggest quality. They instantly attract attention, and one purchase changes interest to enthusiasm.

The car owner quickly notes the difference—the absence of carbon, the smooth-running engine, and the quieted gears. He realizes that his car has taken a new lease of life, and he not only becomes a regular customer for Motul and Gearese, but spreads the good word among his friends.

Motul and Gearese, placed where they can be seen—not hidden in storerooms and under counters—are a highly profitable investment for any Hardware Dealer. They **increase your turnover** at no additional selling expense. And **frequent turnover**, as you know, means increased profit.

Write for Interesting Dealer Proposition.

SWAN & FINCH COMPANY

Quality Lubricants Since 1853

New York, Chicago, Philadelphia, Hartford, Providence

DISTRIBUTORS OF S. & F. LUBRICANTS

Kimball-Upson Company, Sacramento, Cal.
W. E. & W. H. Jackson, San Francisco, Cal.
East St. Louis Gasoline Co., East St. Louis, Ill.
National Electric & Auto Supply Co., Peoria, Ill.
W. J. Holliday & Co., Indianapolis, Ind.
Roehm & Davison, Detroit, Mich.
Kelley-How-Thomson Co., Duluth, Minn.
Richards & Conover Hardware Co., Kansas City, Mo.
Flanigan Warehouse Co., Reno, Nev.
Geo. W. Ward & Co., Cincinnati, Ohio
Chanslor & Lyon Co., Portland, Ore.
The Fisk Co. of Texas, Dallas, Houston, San Antonio
Motor Mercantile Co., Salt Lake City, Utah
Union Hardware & Metal Co., Los Angeles, Cal.

NORMAN COWAN, Pacific Coast Rep., San Francisco, Cal.

Motul

The scientific lubricant for automobile engines. Maintains a constant film between piston and cylinder. Withstands highest temperature of the combustion chamber.

Gearese

A transmission and differential lubricant that follows the gears without hardening or tracking. Not affected by extremes of heat or cold.

SWAN AND FINCH COMPANY
NEW YORK

SCIENTIFIC LUBRICANTS for SCIENTIFIC LUBRICATION

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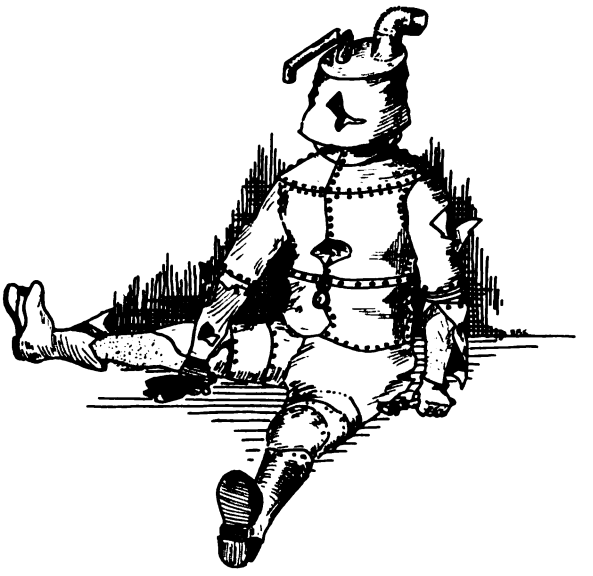
Why Not Hardware Clothes?

(By J. A. McKeage)

HOW about using hardware for clothes? How about a nice li'l ole tin suit, eh? You could encase yourself in No. 14 gauge galvanized iron and be weatherproof, foolproof, burglar-proof, bullet-proof, yes, even woman-proof. Some suit!

An inverted tin bucket over the head would completely shut you off from the outside world, while a periscope, duly let in through the roof, would be easy means of effecting navigation. If your suit were propertly hinged at the joints, no locomotion difficulties should be encountered. You could travel absolutely incog. and your impregnable protection would serve as an excellent retreat in case of foul play or fowl play. Literally speaking, you would be a human tin-shelled terrapin.

If distinguishing marks were desired, you could adopt fancy cut rivets or frilled hinges, or perhaps a fly swatter hung on your chest as a pendant. For Sundays or evenings you could wear a conspicuous suit of black, studded with valet-polished rivets of brass or copper. Your coats could be hinged in the rear and padlocked in front. Better still, use a combination. This would make a hold-up exasperating if not impossible. They would have to blow you up first.



If the cost of living keeps rising, hardware merchants may be forced to adopt these suggestions in styles for men's clothes. Now, will not some of our readers among the hardware saleswomen design styles for hardware women?

Oil for Stiff Joints

True, you would squeak and klack a bit, but a little 3-in-1, administered to the screeching joint would eliminate all squeaks and a Ford shock absorber would abolish all tin-lizzie similarities—they have so far. 'Twould be great!

A reception or dance would probably sound like a boiler shop on war orders, and you would lose a little paint off your tinny bosom, but the abolition of wilted collars and sad looking shirt-fronts would more than compensate for the slight blemish. A dab of quick-drying paint, secretly applied in the dressing-room, would make you look like new.

One coat of weatherproof varnish would serve a long time with periodic liquid-veneering. Repairs would very seldom have to be made, unless you were wrecked in a saloon fight. You should then resort to the services of an expert can-opener. A mere dent could be quickly piened out and revarnished, while such a simple thing as a rip or tear could be welded while you wait.

For road repairs, a small tool box in the rear would be found very serviceable. Such a box should be equipped only with sufficient paraphernalia for light repairs, and should at least contain a strip of patching metal, a small blow torch and soldering iron and possibly a miscellaneous assortment of rivets.

Or a Real Stovepipe Hat

How about a real stovepipe hat? A short section topped off with an elbow would be rather unique. It would offer an excellent opportunity for talking through your hat. A weather vane could be used to keep the open end leeward, a-la-ship ventilator style, thereby removing the danger of contracting the flu by a down draft. A Thermos likker storage could be arranged in this wonderful head piece and refreshments partaken of en route.

As for shoes, well, you could use most any old thing, such as a small dish pan, shovel or pie plate. No rubbers would be necessary, and if you sprang a leak, your soldering iron would come to the rescue. Weather could be defied and passenger ferries eliminated. A person could simply float over in his shoes. If the suit did not prove sufficiently effective in shedding sky juice, a set of troughs could be added, together with a rain spout.

Your Wife Would Unrivet You

Retiring in the evening would be simplicity itself. After repairing to your boudoir, your wife could unrivet your waistcoat, while you monkeyed with the head-gear and tin legs and dumped your tool box. After being duly extracted, you could stand your suit in the corner or on the shelf. If it needed overhauling, or was slightly out of alignment, you could send it to the nearest garage with instructions that it be delivered in time for your catching the 7:53 the next morning.

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BLACKHAWK

QUALITY SERVICE FINISH

THE AMERICAN RUST PROOF WRENCH



Combination Set No. 10

Blackhawk wrenches are carefully designed and machine turned to insure an accurate fit. They give better service to car owners and garage men and mean more sales for jobbers and dealers. Made of dependable materials, have Parker rust-proof finish. The Blackhawk line includes a wrench for every need—all guaranteed.

Sell your wrenches by name. Get your trade to call for "Blackhawk." It pays.

Write for catalog and prices.

Manufacturers: We make wrenches according to specifications.

C. N. & F. W. JONAS

REPRESENTATIVES FOR

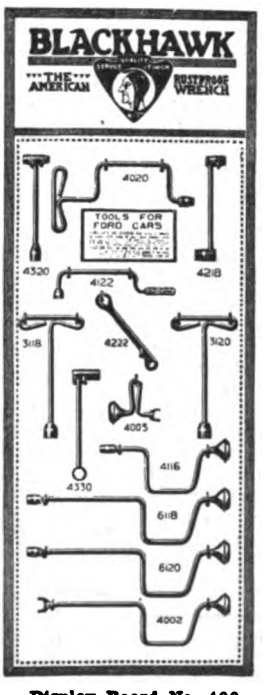
AMERICAN GRINDER MFG. CO., Milwaukee, Wis.

WITH OFFICES AT

Transportation Building.....CHICAGO
Equitable Building.....LOS ANGELES
111 New Montgomery St., SAN FRANCISCO
616 Pioneer Building.....SEATTLE



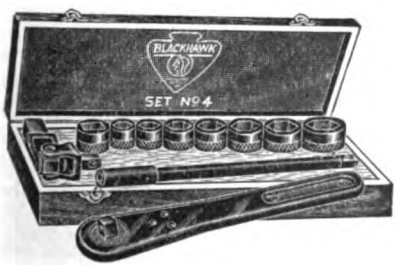
Combination Set No. 8



Display Board No. 400 for Fords



Combination Set No. 6



Combination Set No. 4 for Fords



Combination Set No. 2

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Your tunic could be of celluloid and stood in the corner beside your suit. If either were dirty, cleaning could be done with a little water and a rag, or, 'twould suffice to use the plebian spit and handkerchief combination. Completely worn out, the celluloid undergarments could be cut up into mandolin picks, and the tin suit into wagons and pants for the kids. Nothing wasted! Simple!

For winter, a suit stuffed with grass would answer the purpose, while one lined with asbestos would suffice for the hottest of suns. With such an asbestos lined suit on the market, people would die with smiles on their countenances.

Ideal in Self-Defense

You would never have cause to fear your rolling-pin wife. Your head-gear might become a trifle dented from the effects of a couple of full-arm swings, but you could laugh at her from the tinny depths of your suit. Nothing could stop you but a tank or machine gun. Friend wife might refuse to unlock or unrivet you once in a while, but your trusty can-opener would do the trick.

If you happened to be the possessor of a well made and properly ribbed suit, you could hold out against far superior numbers in a free-for-all fight. Your best equipment for such a melee would be a machinist's hammer and a handful of spikes. Simply drive your spikes through your opponents' shabby and well-worn suits. 'Nuf sed!

Great things, let's get one!

PROTECTING GUNS FROM RUST

Our soldiers and sailors are returning to civil life and within a short time there will be over 3,000,000 of them in the United States. Months of military life served to impress the soldier with the absolute necessity of keeping his gun in the best shape and we will find the rifle and shotgun of the ex-soldier in A-1 condition at all times.

One of the chief things the soldier learned in the care of his gun was to keep moisture away from it. He now finds that a good way to keep his shotgun or rifle in good shape is to keep it inside of a good substantial case which is water-proof and will keep out the moisture at all times. Such a case can be made from a pyroxylin coated leather substitute shaped to fit the gun and is very easy and economical to make. It is easily kept clean and if the gun is kept in the case at all times when not in use it will prevent rust and dirt accumulating in the barrel and on the gun. This gun case will save many hours of polishing to get rid of rust which has resulted from exposure of the piece to moisture and will preserve the accuracy of the arm. Most soldiers spent too many hours in the army cleaning their guns to let the opportunity slip to save even a few hours by this method.

MASSACHUSETTS APPRECIATION

Be sure and keep the HARDWARE WORLD coming. I know of nothing that has it beat.
Lowell, Mass. HARRY J. JEROME.

IS THIS FAMILIAR?

Before we take a motor ride, Pa says to Ma, "My dear,
Now just remember, I don't need assistance from the rear;
If you will just keep still back there and hold in check your fright
I'll take you where you want to go and get you back all right.
Remember that my hearin's good, and also I'm not blind,
And I can drive this car without suggestions from behind."
Ma promises that she'll keep still; then off we gaily start,
But soon she notices ahead a peddler and his cart.
"You'd better toot your horn," says she, "to let him know we're near;
He might turn out." and Pa replies, "Just shriek at him, my dear."
And then he adds, "Some day some guy will make a lot of dough
By putting horns on tonneau seats for women folks to blow."
A little further on Ma says, "He signaled for a turn."
An' Pa says, "Did he?" in a tone that's hot enough to burn.
"Oh, there's a boy on roller skates," Ma cries; "now do go slow;
I'm sure he doesn't see our car." and Pa says, "I dunno;
I think I don't need glasses yet, but really it may be
That I am blind an' cannot see what's right in front of me."
Last night when we got safely home, Pa sighed an' said, "My dear,
I'm sure we've all enjoyed the drive you gave us from the rear."

—Edgar A. Guest, Detroit Free Press.

HAVE YOU LEARNED THE WONDERFUL POWER OF THRIFT?

Your whole future depends on how you utilize the next few years. If you are careful about getting full value for what you spend—if you buy clothes, food, amusements—everything on a "Give-me-something-for-my-money" basis—if you save—you'll win out big.

Never before have you been able to invest small amounts so safely—and so profitably. W. S. S. offer you generous interest—and if you only save a Thrift Stamp a day, you have ninety dollars in a year.

Try it. Be thrifty. Spend wisely. Invest safely. Buy W. S. S.

The Leggett Mercantile Co., Ilo, Idaho, have opened a branch store at Bole, Montana.

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There are many reasons Why this is the dealer's best plug

The buying public knows that Splitdorf Plugs are unbreakable. That has always been the story of Splitdorf advertising hammered home each week to more than seven and one-half million readers until the demand for this superior plug has trebled yearly.

They know, and you know, that Splitdorf Plugs live up to every claim we ever made for them—

And you know that the guarantee of the Splitdorf Electrical Company is behind every shipment of plugs to your store—a guarantee that you can safely pass along to your customer for his complete protection.

Are you getting your share of the dealers' profits?

Sales helps in literature, window transparencies, etc., are available through your jobbers

SPLITDORF ELECTRICAL CO.
NEWARK, N. J.

SUMTER DIVISION: 1466 Michigan Ave., Chicago

BRANCH HOUSES AND SERVICE STATIONS

Atlanta, 10-12 E. Harris St.
Boston, 68 Brookline Ave.
Chicago, 2613 S. Mich. Av.
Dallas, 402 S. Ervay St.
Detroit, 1295 Woodward Av.
Kansas City, 1827 Grand Av.
Los Ang., 1215 S. Hope St.
Minn'polis, 816 Hen'pin Av.
Newark, 278 Halsey St.
New York, 7 W. 61st St.
Philadelphia, 210 N. 13th St.
Pittsburgh, 5943 Ellsworth Ave.
San Fr'cisco, 1022 Geary St.
Seattle, 1628 Broadway
Toronto, 469 Yonge St

Splitdorf Advertising is appearing in the following Farm Papers:

Progressive Farmer, Birm'gham, A.	182,794
California Cultivator, Los Angeles,	32,000
Pacific Rural Press, San Francisco	27,589
Idaho Farmer, Boise, Idaho	24,690
Southern Ruralist, Atlanta, Ga.	297,766
American Fruit Grower, Chicago	176,505
Breeder's Gazette, Chicago, Ill.	87,503
Prairie Farmer, Chicago, Ill.	110,195
Orange Judd Farmer, Chicago, Ill.	129,651
Indiana Farmer's Guide, Huntingdon, Ind.	129,638
Iowa Homestead, Des Moines, Ia.	143,808
Successful Farming, Des Moines, I.	809,515
Farmer & Breeder, Sioux City, Ia.	81,677
Kimball's Dairy Farmer, Waterloo,	155,294
Farmer's Mail & Breeze, Topeka.	107,512
New England Homestead, Springfield, Mass.	54,366
Michigan Farmer, Detroit, Mich.	71,469
Farmer, St. Paul, Minn.	131,148
Journal of Agriculture, St. Louis.	213,894
Farmer & Stockman, Kansas City.	115,237
Star, Kansas City, Mo.	354,614
Nebraska Farmer, Lincoln, Neb.	122,508
Rural New Yorker, New York.	165,538
American Agriculturist, New York	100,000
Ohio Farmer, Cleveland, Ohio.	123,176
Oklahoma Farmer & Stockman, Oklahoma City, Okla.	147,251
Oregon Farmer, Portland, Ore.	18,145
Pennsylvania Farmer, Philadel., Pa.	51,912
National Stockman & Farmer, Pittsburgh, Pa.	130,476
Dakota Farmer, Aberdeen, S. D.	58,156
Southern Agriculturist, Nashville,	144,066
Farm & Ranch, Dallas, Texas.	96,000
Washington Farmer, Spokane, Wn.	13,490
Southern Planter, Richmond, Va.	90,000
Hoard's Dairyman, Fort Atkinson	70,000
Wisconsin Farmer, Madison, Wis	81,614
Canadian Countryman, Toronto.	35,802
Nor'west Farmer, Winnipeg, Can.	36,241
Total.	4,921,240

The Literary Digest

And yet the cost to you is the same

In discussing the relative merits of spark plugs, before the Society of Automotive Engineers, an eminent specialist said:

That East India ruby mica—the only perfect mica for spark plugs—could be obtained only in small quantities and only at prohibitive prices.

Yet that "prohibitively priced" East India ruby mica is exclusively used in Splitdorf Spark Plugs—the Plug with the Green Jacket.

And still they cost you no more than inferior plugs.

Remember—it costs more to make one Splitdorf plug than three average porcelain plugs, but they cost YOU no more than the ordinary plug.

At your jobbers and dealers

SPLITDORF ELECTRICAL CO. NEWARK, N. J.



THE SATURDAY EVENING POST

This Plug *is free from the faults of porcelain plugs*



TRADE SPLITDORF MARK

SPLITDORF SPARK PLUGS

Manufacturers of AERO, DIXIE and SUMTER Magnetos, Oscillating Magnetos and Starter Couplings

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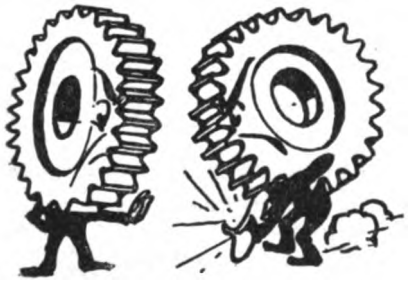
WALDEN WORCESTER WRENCHES

FOR EVERY
MOTOR NECESSITY

SEND FOR CATALOG NO. 250

WALDEN-WORCESTER, Inc.
Worcester, Mass.

When Gear Meets Gear



When gear meets gear there is bound to be more or less friction.

But that friction can be held down to a negligible minimum by proper lubrication.

DIXON'S GRAPHITE Transmission and Differential LUBRICANT is specially compounded for gear work.

It stands the terrific pressure that is set up when gear meets gear—pressure that "squeezes out" ordinary oil or grease and allows a ruinous metal-to-metal contact—and it sticks to the gears when they are idle, which is just as important.

It lubricates efficiently under all temperatures—without "bunching up," congealing or "breaking down" as is the case with ordinary lubricants.

Stock this Dixon Lubricant and sell it to your customers. You'll be surprised at the sales results.

Write for prices and Booklet No. 230-G.

Also ask about Dixon's famous Cup Grease.

Made in JERSEY CITY, N. J., by the
JOSEPH DIXON CRUCIBLE COMPANY
Established 1827

YOU CAN DO THIS ALSO

In Denver there is a store that has made itself known in all the large business centers of America by reason of its unusual advertising and positive effort to serve the public.

One of their many novel ideas is a letter, which appears to have been sent pretty generally to all their customers. It is quoted as follows:

"Dear Madam: One of the important employes we have in our store is a 'Mr. Why.'

"If he sees a salesperson lax and inattentive, he goes to that person and asks 'Why.'

"If he sees a misspelled word in our advertisement he goes to that person and asks 'Why.'

"He came to me the other day, and 'says to me,' 'Why do our delivery wagons go so seldom to the door of Miss Conroy?'

"Frankly, I don't know why. Perhaps you do.

"Anyway, 'Mr. Why' is a valuable man in our organization. He keeps us all up to concert pitch for service, and that is one of our cardinal principles."

This store is on the right track, because it is its ambition to be considered reliable and to render a real service in the community, and they don't mind letting the public know where they stand in this matter. They realize that if the store is to be a success next month and next year, the customer must be satisfied today and that's a good idea, worthy of emulation by all of us.

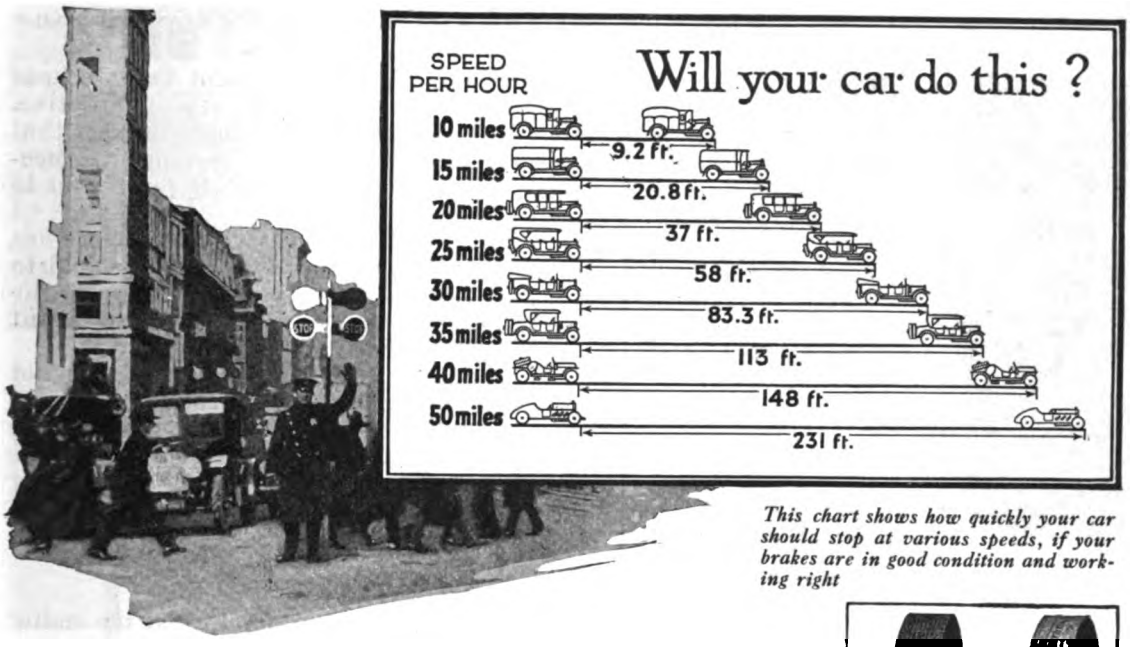
We hear much of the policy of this individual or that firm, but when all is said and done, the best business policy is to pursue such methods that embarrassment of all kinds is all but impossible. The only clever course is the right one—that which permits us at all times to look every man in the eye unafraid.



The Woodtite Laboratories, of Modesto, California, famous for their world-wide success as producers of Spoktite for loose wheels and Toptite for complete renevation of all kinds of auto tops, have added Kantmar Autowash to their list of guaranteed products. Kantmar solves the hitherto annoying problem of washing and polishing the finest and most delicate paint and varnish surfaces without the slightest injury whatsoever. It is a liquid, a wineglass of which in a bucket of water is sufficient to cleanse and polish the dirtiest car. Kantmar attacks both mud and grease with equal effectiveness, and is as cheap as the cheapest old-fashioned and ruinous alkali soaps. The trade gets Kantmar Autowash in eight-ounce bottles and one-gallon cans, and is supported by a nation-wide advertising of steadily increasing volume. The new liquid has the endorsement of all the big paint and varnish makers, as well as all the high class auto factories.

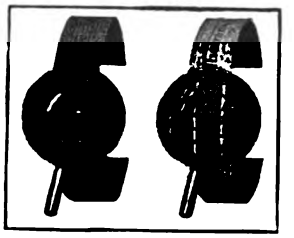
J. H. Milner has engaged in the hardware business at Petaluma, Cal.

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This chart shows how quickly your car should stop at various speeds, if your brakes are in good condition and working right

Co-operating with 2000 chiefs of police



Ordinary Woven Lining

Notice the loosely woven texture. Wears down quickly and unevenly. Loses its gripping power as it wears.

Thermoid Hydraulic Compressed Brake Lining

Notice the compact texture. Wears down slowly. Gives uniform gripping surface until worn wafer thin.

THE National Brake Inspection Movement is being supported by police officials throughout the country.

The Thermoid chart of stopping distances, now called the Police Traffic Regulation Chart, has been sent along with a personal letter to chiefs of police in every town of 2500 population and over, in this country.

Newsy publicity articles, advocating brake inspection, are being given to local newspapers by the chiefs of police.

The chart of stopping distances is being placed in garages and conspicuous places.

It's only a question of a short time before there will be nation-wide legislation requiring safe, dependable brakes.

The dealer's big opportunity

This brake inspection movement, which has the hearty sympathy of police officials, motorists, presidents of automobile clubs and other prominent officials, means that car owners in every town in America will have their brakes inspected.

Many of these brakes will need relining.

The reputation of Thermoid and its national advertising campaigns will make it the choice of all motorists.

Every Thermoid dealer should enjoy phenomenal sales — you should get your share.

We are only too glad to give our dealers the heartiest co-operation in capitalizing this opportunity and building up a permanent, profitable volume of relining business. If you are not handling Thermoid, write today for information about the assistance which we give our dealers.

The famous Thermoid guarantee

Every foot of Thermoid Hydraulic Compressed Brake Lining is backed by *our guarantee: Thermoid will make good—or WE WILL.*

Thermoid Rubber Company

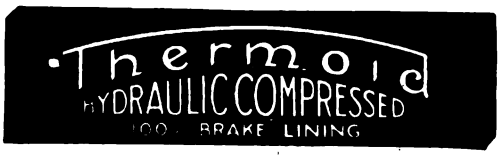
Factory and Main Office
Trenton, N. J.

New York Chicago San Francisco Detroit Los Angeles
Philadelphia Pittsburgh
Boston London Turin Paris

Canadian Distributors

The Canadian Fairbanks-Morse Company, Limited, Montreal
Branches in all principal Canadian cities







Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires"

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Service—

that is what the user requires of an ignition battery — not only long service but the **right** kind of service. High amperage is an important item of service — so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York 17 Park Place | Chicago 114 S. Wells St. | St. Louis 1106 Pine St.

604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio; St. Louis, Mo.

MOTOR MERCANTILE COMPANY

Wholesale **Exclusively**

AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

Distributors for

Motal and Cylcone Oils, Gearese and Cupese
Columbia Storage Batteries
Stanley Self-oiling Springs
Johnston Curtain Windows
Kay Bee Spotlites
Fafnir Bearings
Zenith Carburetors
Reliable Jacks
Lenox Hack Saw Blades
"Dri-Kure-Retreder" Vulcanizer
Edison Mazda Lamps
Rives' Pedal Pads
"Genemotor" Ford Starting and Lighting System
Arrow Grip Truck Chains
Aluminite Solder
Gitts Oil Cups
Ford "Ever-Safe" Brake Shoes
Raybestos, Non-burn and Thermoid Brake Linings
Chase Auto Top and Upholstery Materials
"Rio-Nic" Winter Fluid
Vulcanizer Tools, Supplies and Equipment

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

DO YOU KNOW WHEREIN MOST CLERKS FAIL?

The most frequent complaint that we hear in regard to clerks is their lack of initiative. Merchant after merchant laments the fact that their clerks need too much directing—it is necessary to keep continually telling them what to do.

When a clerk has finished one thing he has been told to do, he stands around until told to do something else, instead of himself seeing the things that ought to be done and going about his work without being urged.

It is unfortunate that more clerks do not realize that they could make themselves much more valuable to their employers by going about their work without direction, so that the proprietor will not be taking up time, in telling them what to do, that should be given to other important store work.

THE HOME PAPER

When the evenin' shade is fallin' at the endin' o' the day,
An' a feller rests from labor smokin' his pipe o' clay,
There's nothin' does him so much good, be fortune up or down,
As the little country paper from his ol' home town.
It ain't a thing o' beauty, an' its print ain't always clean,
But it straightens out his temper when a feller's feelin' mean;
It takes the wrinkles off his face an' brushes off his frown;
That little country paper from his ol' home town.
It tells of all the parties an' balls of Punkin row,
'Bout who spent Sunday with his girl, an' how the crops will grow;
How it keeps a feller posted 'bout who is up an' who is down,
That little country paper from his ol' home town.
Now, I like to read the dailies an' the story papers, too,
An' at times the yellow novels an' some other trash—don't you?
But when I want some readin' that will brush away a frown,
I want that little paper from my ol' home town.

The Hull Hardware Co., Sisson, Cal., have materially increased their stock. They report a very satisfactory season, and an excellent outlook.

HARDWARE WORLD TOO GOOD TO MISS

We are enclosing renewal for our subscription to the HARDWARE WORLD up to 1922.

We think the HARDWARE WORLD is too good to let pass, and we must keep our subscription going.

Indiana. O. U. MUTZ.

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The Name Behind The Tire



IN '91, a lone prospector discovered gold in Cripple Creek Canyon, inciting the famous '91 rush for gold, which four years later, showed average findings of $6,878,137 a year.

About this time, Gormulley & Jeffery discovered the golden opportunity that lay in the pneumatic tire, destined to revolutionize modern vehicle travel.

Stock a line that after a quarter-century of scientific advancement moves in the vanguard of American-made pneumatic tires.

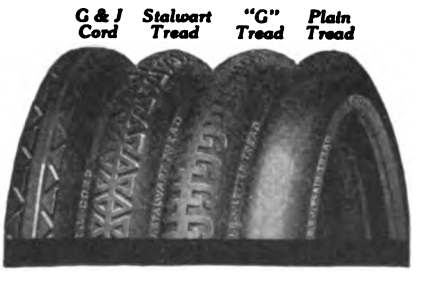
G. & J. TIRE COMPANY

1790 Broadway, New York



G & J DISTRIBUTORS

Baker-Hamilton & Pacific Co., San Francisco, Cal.
Bailey-Lebby Co., Charleston, S. C.
Barker-Jennings Hdwe. Corp., Lynchburg, Va.
Benton County Hdwe. Co., Rogers, Ark.
Berrodin Rubber Co., Philadelphia, Pa.
Chapin-Owen Co., Inc., Rochester, N. Y.
Colladay Hdwe. Co., F., Hutchinson, Kan.
Cooper & Leonard, Bennington, Vt.
Dennis Auto Supply Co., Richmond, Va.
Donnan Hdwe. Co., W. S., Richmond, Va.
Drennen Motor Car Co., Birmingham, Ala.
Drury & Kelley Hdwe. Co., Cadillac, Mich.
Fisher Bros. Paper Co., Fort Wayne, Ind.
Fox Bros. Hdwe. Co., Pine Bluff, Ark.
Gladstone Tyre & Supp. Co., New York City
Gunby Co., L. W., Salisbury, Md.
Harper & McIntire Co., Ottumwa, Ia.
Hatcher Co., A. S., Macon, Ga.
Heitmann Co., F. W., Houston, Texas
Inter-Mountain Elec. Co., Salt Lake City, Utah
Janney-Semple-Hill Co., Minneapolis, Minn.
Kesler Motor Car Co., Williamsport, Pa.
Leonard Hdwe. Co., C., Petersburg, Va.
James C. Lindsay Hdwe. Co., Pittsburgh, Pa.
Ludwig Tire & Vulc. Shop, Hagerstown Md.
Manhattan Oil & Linseed Co., St. Paul, Minn.
Miller Bros. Hardware Co., Richmond, Ind.
Monroe Hardware Co., Monroe, N. C.
Murchison & Co., J. W., Wilmington, N. C.
Myers, Geo. W., Harrisburg, Pa.
Ohio Rubber Co., Cleveland, O.
Post & Lester Co., The, Hartford, Conn.
Russell Hdwe. Co., McAlester, Okla.
Schelly & Bro., C. Y., Allentown, Pa.
Semmes Hardware Co., Savannah, Ga.
Shannahan & Wrightson Hdwe. Co., Easton, Md.
Stratton & Terstegge Co., Inc., Louisville, Ky.
Sullivan Tire Co., L. E., Washington, D. C.
Summers Hdwe. Co., Johnson City, Tenn.
Teague Hardware Co., Montgomery, Ala.
Thomas-Ogilvie Hdwe. Co., Inc., Shreveport, La.
Townley Metal & Hdwe. Co., Kansas City, Mo.
Trautwein Tire & Repr. Co., Brooklyn, N. Y.
Wyeth Hdwe. & Mfg. Co., St. Joseph, Mo



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They certainly are going to take them off

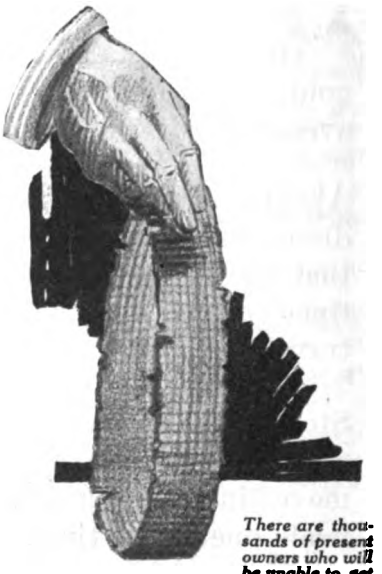
IN the motor vehicle industry, reconstruction has not really begun. As you know, new cars are scarce, picked up as soon as delivered. Thousands of people are buying used cars. Many more of these used cars will need extensive repairs; almost all of them, especially if they have been continuously in service, will need brake-lining.

There are thousands of present owners who will be unable to get new cars. They are certainly going to take off the old lining and put on new.

This season isn't a matter of a few months, either; it's going to continue right on through to next year. The car owner is going to make up for the past two or three years by putting his car in tip-top shape—and brake-lining will be sold by the mile.

The unprecedented demand will not embarrass Johns-Manville. We are ready for it—at our mines; at our factories; at our branches. We have ready for you and can keep you steadily supplied with Non-Burn, our representative asbestos product in the motor vehicle industry. A brake-lining by which we are willing to be judged.

Our policy is just as binding as far as we are concerned—to give you a uniform, highest-quality product, as it is to sell you that product on a basis that protects you in any market. And we mean to do it. Try us!



There are thousands of present owners who will be unable to get new cars. They are certainly going to take off the old lining and put on new

JOHNS-MANVILLE
AUTOMOTIVE

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The finishing touch for a Ford.

REGARDLESS of the model of his car, any Ford owner can attach the Johns-Manville Ford Speedometer himself. This precision instrument is mounted on a handsome, black-finished maple dash board, with room for the attachment of other accessories, such as clocks or electric switches.

It's a fine proposition for you to handle, because you don't have any work to do, except hand the package over the counter—no installation or labor charges.

Ask your jobber, or write any of our branches for information regarding our liberal sales policy and the way in which we protect your profits.

PRICE
$12.00
Complete with Instrument Board





H. W. JOHNS-MANVILLE CO.
New York City
10 Factories—Branches in 63 Large Cities

JOHNS-MANVILLE SERVICE COVERS THIS CONTINENT

Through—

Asbestos
and its allied products

JOHNS-MANVILLE
Serves in Conservation

Heat Insulations, High Temperature Cements, Asbestos Roofings, Packings, Brake Linings, Fire Prevention Products

MANVILLE EQUIPMENT

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Trade Mark Reg. U. S. Pat. Off.

UNIVERSAL

"Most Ford owners will renew the transmission linings themselves. This package is just what they need."

Universal Transmission Lining for Ford Cars

That Package contains the three proper lengths, in exactly the right width and thickness for the Ford Transmission—and all rivets required, ready for use.

Show it to most any Ford owner whose transmission needs replacing and he'll quickly see the advantage of doing this easy job himself—instead of paying high rates per hour.

The quality of Universal Lining is universally admitted. Made by the makers of the celebrated "S-M-C" Asbestos Brake Lining—is compactly woven—**grips like a bull-dog.** Treated with the improved Universal compound which makes it more water-proof, more oil-proof and more slip-proof than any other cotton lining. Absolutely chatterless, as quick as it is quiet—dependable always.

As easy to sell as a package of tacks—and far more profitable.

Write today for our quantity prices to the Hardware Trade on Universal Sets and on brake and transmission linings in rolls.

STAYBESTOS MFG. CO.

The "Modern" Factory, equipped to make all types of brake lining and all widths up to six inches.

5547 Lena St., Philadelphia, Pa.



$1.25

COMPLETE

YES, "ADVERTISED BY OUR LOVING FRIENDS"

Editor HARDWARE WORLD:

We are glad to note that you are one publication that does not have to be continually exploiting yourselves, telling what you are doing, what you are going to do and photographing yourself in all manner of positions.

We are doubtless one of thousands of the HARDWARE WORLD subscribers, who take your publication for the helpful ideas and business-getting suggestions, the trade news which it contains.

We also admire the character and moral tone of your editorial and news columns.

You evidently have enough to put in your pages "without blowing your own horn." We don't like so much I, I, I in business or politics, either.

In other words, you doubtless go on the policy that years ago was the slogan of some manufacturer: "We are advertised by our loving friends." Evidently that is your policy, and we commend you for it.

ENTERPRISE HARDWARE CO.

12,000 MILES ON A TRUCK TIRE

Time was when pneumatic tires on automobiles were regarded with a great deal of suspicion, much of which was justified by their unseemly behavior in places remote from any opportunity for repairs. Cartoonists and witty paragraphers reveled in depicting the misfortunes of the brave people who trusted to an uncertain motor and a set of undependable tires for an afternoon's pleasure. But all this is now changed. Tire engineers have perfected tires to the point where motorists have no more fear of inconvenience from tire trouble than from any other kind of trouble incident to motoring.

And this applies now to pneumatic truck tires as well as to automobile tires. Pneumatic tires for motor trucks have had to undergo the same growing pains as automobile tires, and have arrived at practically the same degree of perfection. Just how far this development has advanced was shown in the recent 1235-mile trip of two big trucks from Akron, Ohio, to Macon, Georgia, where they participated in a big motor truck demonstration.

This entire trip was made without mishap, and only one tire change. A 12,000-mile tire was taken off near Franklin, Ky. This was a 44x10—the largest size in commercial use.

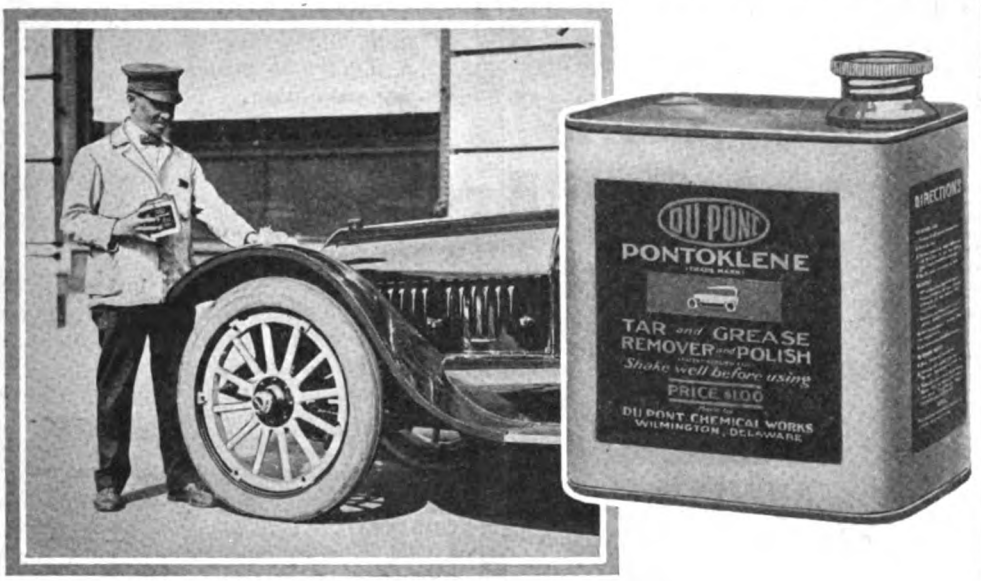
VERDICT OF ALL PROGRESSIVE MERCHANTS

In renewing our subscription to the HARDWARE WORLD we want to tell you that we find your publication one of the most interesting trade papers that we read. It is very helpful to us and to our buyers and employes, all of whom read it.

Illinois. BARRETT HARDWARE CO.

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DU PONT AMERICAN INDUSTRIES



Here's the Record Breaker

One man discovered it. He told another. The news spread and now thousands of people are clamoring for this wonderful tar and grease remover.

Pontoklene

is fast building a nation-wide reputation. We can't handle the business direct—what we want are dealers—the best hardware and auto supply dealers in each town to represent us—to take care of the demand.

Will You Sell It?

Here is a piece of goods that is actually—honestly selling itself, a real remover of road tar and grease that opens the eyes of every motorist who tries it. Get in touch with us today, let us send you a sample and our attractive dealer's proposition, including free samples, display cards, circulars, road signs and electros.

DU PONT CHEMICAL WORKS, Wilmington, Del.

Visit the Du Pont Products Store when in Atlantic City

THE PRINCIPAL DU PONT PRODUCTS ARE:

Explosives: Industrial, Agricultural and Sporting. **Chemicals:** Pyroxylin Solutions, Ethers, Bronzing Liquids, Coal Tar Distillates, Acids, Heavy Chemicals, Alums, etc. **Leather Substitutes:** Fabrikoid Upholstery, Rayntite Top Material, Du Pont Rubber Cloth. **Pyroxylin Plastics:** Ivory, Shell and Transparent Py-ra-lin, Py-ra-lin Specialties, Challenge Cleanable Collars and Cuffs. **Paints and Varnishes:** For Industrial and Home Uses. **Pigments and Colors:** For Industrial Uses. **Lithopone:** For Industrial Uses. **Stains, Fillers, Lacquers and Enamels:** For Industrial and Home Uses. **Dyestuffs:** Coal Tar Dyestuffs and Intermediates.

For full information address:
Advertising Division, E. I. du Pont de Nemours & Co., Wilmington, Del.

DU PONT

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3 BIG SELLERS!

KEEP A GOOD SUPPLY ON HAND

TOPTITE

Here are three specialties that belong in your stock. Keep a good supply on hand so not to dissapoint your customers.

These specialties are being extensively advertised in the Saturday Evening Post and in a long list of newspapers and farm journals, so a demand is sure to follow.



KANTMAR
A SCIENTIFICALLY COMPOUNDED
Autowash

Above we show a package of TOPTITE, a dressing for automobile tops that will renew them, make them waterproof and restore them to their original condition.

We also make a seat dressing that cannot be beat for making seat cushions new.



This is an auto wash that fills a long felt want It makes the personal washing of cars a simple task. Cuts the grease, removes the stains and dust and dirt disappears.

Cannot injure the paint and varnish and leaves the car shiny.

SPOKTITE
Swells Wood
Is Not A Glue



Tightens Loose Wheels

The dry, hot weather of the summer months, shrinks the spokes in wooden wheels and the wheels become loose and a source of danger to the motorists.

By squirting a small quantity of SPOKTITE into the cracks that appear in the hub where the spokes enter in, the wood immediately swells and the wheel becomes tight.

SPOKTITE is the only preparation of its kind and a big seller everywhere.

The Woodtite Laboratories
Modesto, California

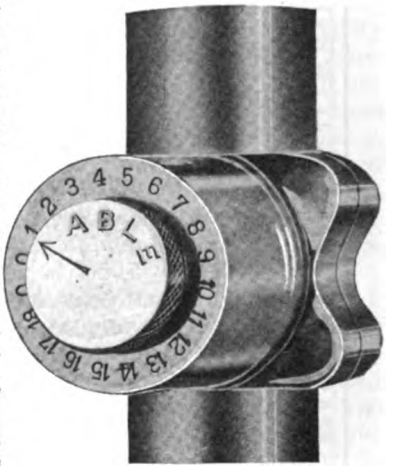
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THE MISTAKES OF LIFE

Judge McCormick says these are the thirteen mistakes of life:

1. To attempt to set up your own standards of right and wrong.
2. To try to measure the enjoyment of others by your own.
3. To expect uniformity of opinions in this world.
4. To fail to make allowances for inexperience.
5. To endeavor to mold all dispositions alike.
6. Not to yield to unimportant trifles.
7. To look for perfection in our own actions.
8. To worry ourselves and others about what cannot be remedied.
9. Not to help everybody, wherever, however and whenever we can.
10. To consider anything impossible that we cannot ourselves perform.
11. To believe only what our finite minds can grasp.
12. Not to make allowances for the weaknesses of others.
13. To estimate by some outside quality when it is that within which makes the man.

ABLE AUTO LOCK ANNOUNCED



The Able Combination Auto Lock is a new accessory recently invented and manufactured and just now being offered to the trade.

At a recent automobile show, this combination lock was exhibited for the first time and 886 sales were the result.

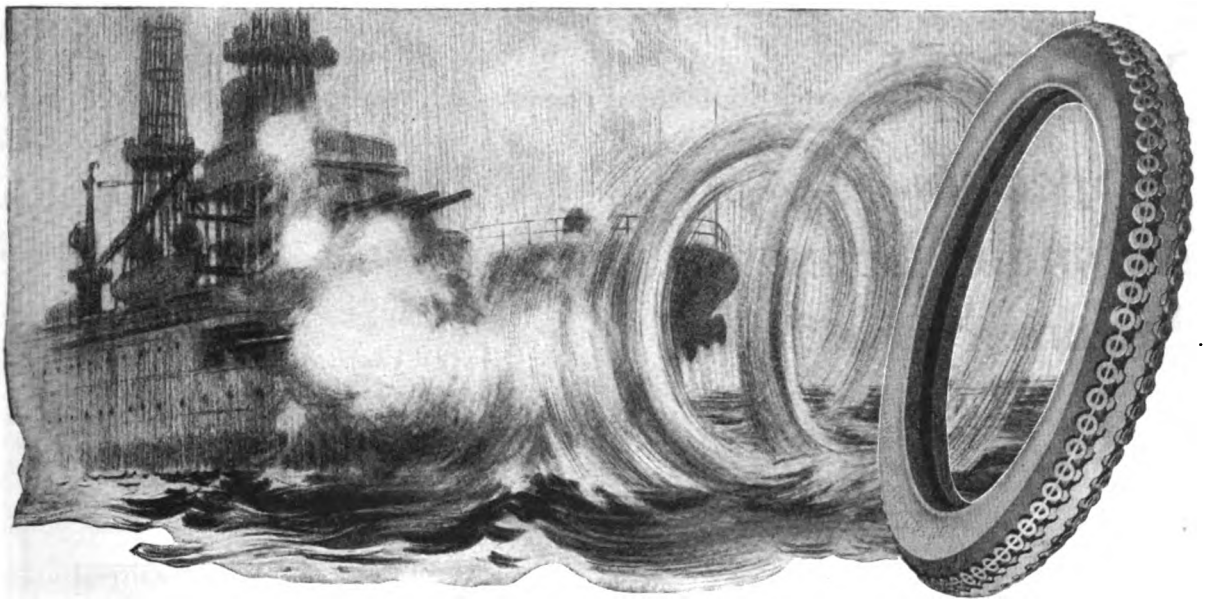
This lock is attached to the steering post of the machine by means of a one way screw, so that unless it is not placed, the lock itself can never be removed.

When the machine is stopped, the wheels are turned sharply to either the right or the left and the lock is fixed. The wheels cannot then be turned back toward the center, unless the lock is opened by working out the combination. A patent indicator on the combination makes locking and unlocking in the dark as quick and sure as it is in the daylight.

This lock is the invention of C. E. Anable, of Sacramento, and is being manufactured at 731 Folsom street, San Francisco, where information may be obtained.

A pretty good way to call bluffers who are always bragging about what they are going to do tomorrow, is to ask them what they did yesterday.

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DREADNAUGHT TIRES

DREADNAUGHT TIRES are the product of a company with the highest ideals of service and efficiency. Throughout the land the DREADNAUGHT TIRE is daily rendering ***uninterrupted*** mileage, far in excess of its guarantee, ridding the motorist of road troubles, changes and adjustments.

Made in two massive grey Treads—the DREADNAUGHT REINFORCED VACUUM is anti-skid; the DREADNAUGHT RIBBED supplants the plain tread.

THE DREADNAUGHT TIRE & RUBBER CO.

BALTIMORE, MARYLAND

Pacific Coast Distributors:

ARNOTT & CO., Inc.
112 South Los Angeles Street, Los Angeles, Cal.

THE AUTOMOTIVE SUPPLY CO.
1558 Broadway, Denver, Colorado

THE P. J. CRONIN CO.
129 First Street, Portland, Oregon

DREADNAUGHT TIRE AGENCY
1200 East Pike Street, Seattle, Wash

DUNHAM, CARRIGAN & HAYDEN CO.
2 Kansas Street, San Francisco, Cal.

STREVELL-PATERSON HARDWARE CO.
Salt Lake City, Uta'

WARE BROTHERS
123 Howard Street, Spokane, Wash

GUARANTEED 6000 MILES

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CORBIN

Special Automatic Screw Machine Products

WE are equipped to promptly produce anything (up to 4¼" in diameter) that can be made on automatic screw machines — ***anything,*** including parts for Automobiles, Carburetors, Magnetos, Firearms, Tools, Motorcycles, Bicycles, Spark Plugs, Electrical Instruments, Hardware.

Immediate quotations and full particulars on receipt of specifications, blue-prints, or samples.

Makers also of Corbin Duplex Coaster Brakes for Bicycles and Corbin-Brown Speedometers for Automobiles, Trucks and Motorcycles.

CORBIN SCREW CORPORATION

American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia



POPULAR ACCESSORIES

Woodtite Laboratories Co., manufacturers of "Spoktite," "Toptite" and "Kantmar" Autowash are cooperating with their distributors throughout the nation with a campaign of advertising, and likewise are devising and providing attractive and unique stunts to promote their sales and send the trade to their representatives.



Here is a reproduction of a window display that has proven a splendid sales bringer.

Aside from this they furnish attractive display cartons for counter displays.

They will be glad to give any further information to any of our readers upon request. The demand for their products is constantly increasing.

Heidner Bros. are the proprietors of the Shenon Hardware Co., Salmon, Idaho. They are planning to increase the stock.

The Myers Hardware Co., Bryan, Tex., have moved to a new location, which will give them facilities for carrying an increased stock.

"BLUE GRASS" DEALERS SAY "BEST OF ALL"

Please don't stop the HARDWARE WORLD, even of you don't receive my remittance for it promptly.

To be sure that I will receive it for some time to come, I am enclosing check for three years' subscription.

I can't afford to miss a single copy, for I consider the HARDWARE WORLD the best magazine of all I take, and I take quite a number. I have not words to express my thought and appreciation of the value of the HARDWARE WORLD.

May you have many successful years, is wish of Kentucky. G. W. ANKERMAN.

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HALLADAY

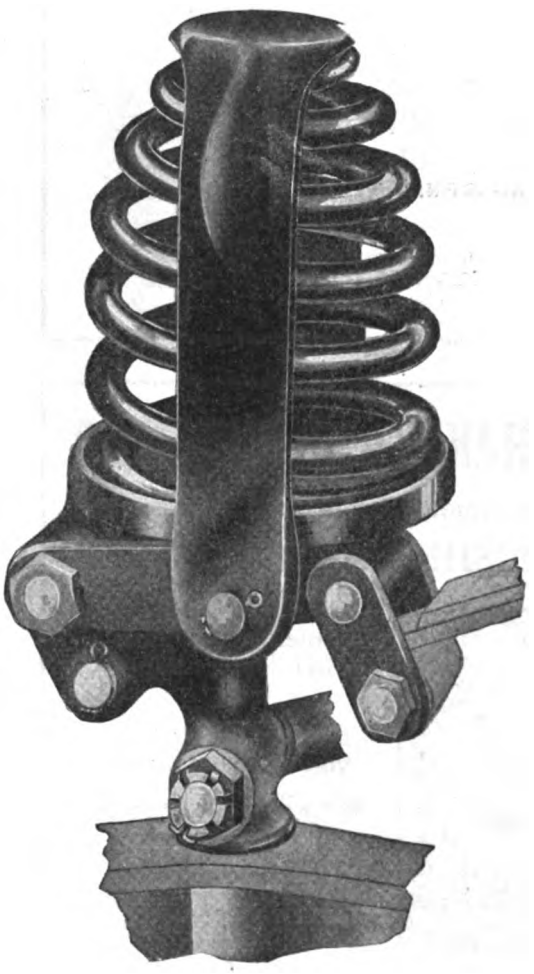
DIRECT SUSPENSION SHOCK ABSORBER

HERE IS A REMARKABLE AUTOMOBILE ACCESSORY PROPOSITION FOR HARDWARE DEALERS

Here is the first and only shock absorber that has ever had the capacity to take the jolts and jars out of the light little Ford. Every Ford owner is looking for it.

The hardware dealer that handles the Halladay is building toward permanency and is making real money. For the Halladay sells upon demonstration, and makes good on its claims. The satisfaction it affords brings the customer back to your store for more of your goods.

We have an attractive dealer proposition. Write for details.



Address

L. P. HALLADAY COMPANY

Manufacturers of Bumpers, Shock Absorbers and Automobile Accessories

560-570 Monroe Street, Streator, Illinois

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GET ACQUAINTED WITH

LONG HENRY

Designed to give the Ford car the most durable and efficient Spark Plug that money can buy.

Long Shell; Extra heavy Insulator and Electrode.

Long Hex; Any wrench fits it.

Long Base; Puts the spark down into the heart of the gas.

"The Spark Plug that Brings Repeat Orders"



AUBURN IGNITION MFG. CO.
AUBURN, N. Y.

Western Representatives
MITCHELL MFG. CO.,
San Francisco, Cal.

"SHAKE" with DURO-LAC

An Efficient, Emulsified Automobile
POLISHER AND CLEANER



An IDEA woven in contents and label that forces attention.

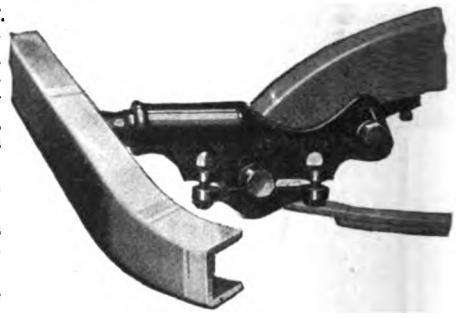
Prepare for calls—you will have them.

We will gladly supply samples.

Ask your Jobber for DURO-LAC Polish
—the only source of supply

International Sales Co.
522-526 West 9th Street
Los Angeles
MANUFACTURERS AND DISTRIBUTORS

TWO NEW DEVELOPMENTS IN THE HALLADAY LINE



The L. P. Halladay Company, Streator, Ill., has recently put a new bumper bar, named from its construction the "Truss Spring."

This bar is made in two pieces each, full length of the bar joined at the ends by a flexible connection.

The inside or rear bar is curved forward at the center and is secured to the front member, forming a truss that greatly stiffens the bar, yet allows it to yield under impact.

The lines are graceful and the strength enormous, making a bar that is both attractive and affords the utmost protection to the car without the disastrous smashing effect to the object struck that accompany the rigid type of bar.

This bar is supplied with the Halladay improved under frame clamp fittings or with any of the Halladay frame connections. Another new Halladay bumper fitting is especially designed for use on cars equipped with snubbers. For this purpose the frame connection is short, extending back only a few inches from the frame end.

It has a wide range of adjustment to conform with any angle and curvature of the frame extension.

It is supplied with any of the Halladay bars, including the truss spring bar above described.

The McKeel Implement Co., Marshfield, Mo., have purchased the stock of W. A. Turner & Co.

Friskkorn Hardware & Supply Co. have purchased the stock of Dershimer & Friskkorn at Wellsville, Ohio.

The Paola Hardware Co., Paola, Kan., has sold its stock to the C. N. Emery Hardware Co. of the same place.

The Detthof Hardware Co., of Muscatine, Iowa, has been dissolved and H. G. Detthof, president, will continue the business, under the same name.

John P. Nelson has opened a new store at Hancock, Mich., and will handle full lines of auto accessories, housefurnishings, hardware, tools and sporting goods.

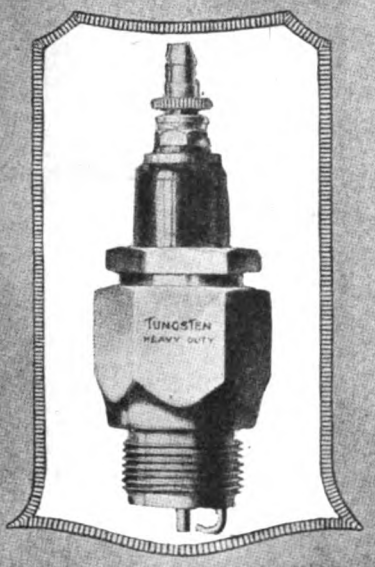
L. L. Johnson has purchased the stock of C. L. McEwen, of Republican City, Neb., and will increase his stock of hardware, housefurnishings, sporting goods and auto accessories.

R. R. Short has purchased an interest in the hardware and furniture store of J. S. Werlich & Son, Wapato, Wash. The firm name will hereafter be known as Werlich & Short.

C. E. Scribner and Arthur A. Van Atta have purchased the hardware business of H. A. Ammann at Marion, Ohio, and have continued the business under the name of the Ammann Hardware Co.

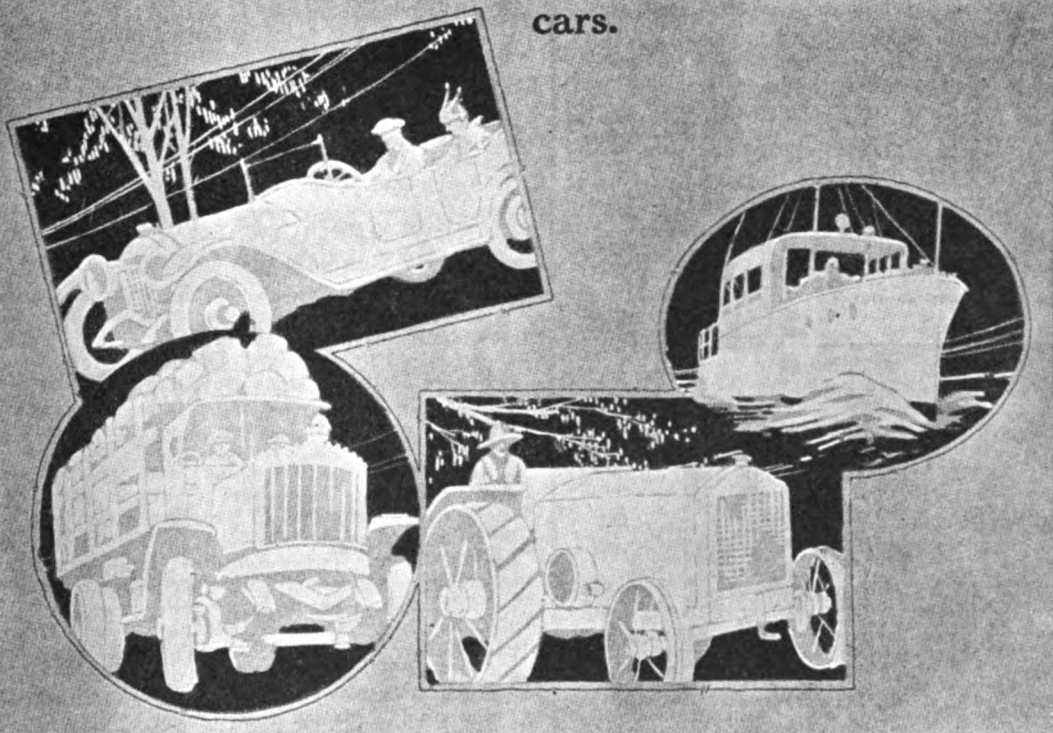
Bledsoe & Prince have been incorporated at Rockwell City, Iowa, with a capital stock of $12,500, and will handle full lines of everything pertaining to hardware, auto accessories and implements and housefurnishings.

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TUNGSTEN
TRADE MARK REGISTERED
SPARK PLUG
Always on the job

A big sturdy plug that is standing up in heavy trucks and tractors, speedy motor boats and all types of passenger cars.



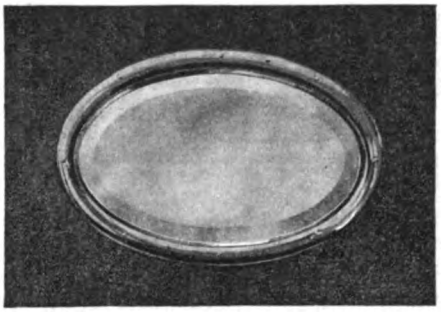
TUNGSTEN MFG. CO. MARSHALLTOWN IOWA.

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Mr. Hardware Dealer:

Your Automobile Accessory stock is not complete without these lights; thousands of automobiles are now owned by farmers and residents of small towns, in which there are no repair men capable of renewing curtain windows. With our

Improved Pioneer Automobile Curtain Lights



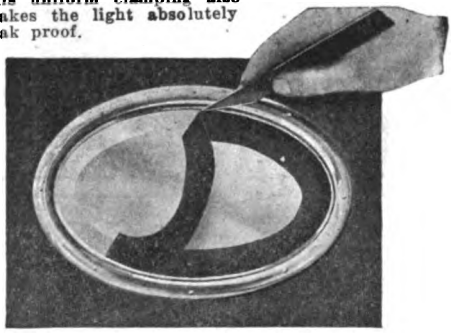
you can make many happy minds and create a lot of new business in your Accessory department, as these Curtain Lights are designed for those who take a genuine pride in the finished appearance of their car; their symmetry making them distinctive and unusually attractive.

So constructed that they will not give away, yet they are extremely light and require no extra top lining.

A selected grade of 3/16 polished plate-glass is used and each glass is carefully beveled to produce edges of uniform thickness and a bevel of uniform width.

Very easily put in and there to stay; all studs being securely fastened in the outer frame and so placed they align themselves perfectly with the holes in the back frame.

Fabric and glass are rigidly held in place by means of the snug fitting design of the two rings, which clamp the fabric with uniform pressure over all, and to prevent all rattling or breaking. Fabric so clamped where it comes in contact with the glass without being scored or cut by sharp edges. And this uniform clamping also makes the light absolutely leak proof.



And the above illustration shows the final operation of removing the narrow edge of fabric which extends inside the frame when the light is mounted. Very simple; with a sharp knife this fabric is removed quickly, neatly and accurately by using the edge of the frame as a guide in cutting.

MADE IN VARIOUS SIZES AND FINISHES
SEND FOR COMPLETE LITERATURE
SOLD THROUGH THE JOBBERS ONLY

THE BREWER-TITCHENER CORP.
Manufacturers
CORTLAND, NEW YORK



ADVANCE HAS ADVERTISING MANAGER

Effective May 15, Kenneth Cloud, former advertising manager of the Advance Automobile Accessories Corp., 56 E. Randolph Street, Chicago, resigned from the Touzalin Agency of that city, to re-assume duties as advertising manager.

Mr. Cloud was identified with Advance during its early days, and at that time directed its national campaign.

Advance's advertising is so big now—and it embraces so many different angles—that the officers of the company deem it necessary to have their own advertising department.

No change in policy is yet announced.

NEW MERCHANDISING PLAN FOR BENJAMIN TWO-WAY PLUGS

Many of the hardware dealers who have been handling the Benjamin Two-Way Plug will be interested to hear that a large national advertising campaign has been started by the manufacturers. Over thirty leading national publications are being used.

The big idea in the advertising is to tell every purchaser the need for three of these handy plugs instead of only one. Investigation shows that nearly every wired home has many uses for the Benjamin Two-Way Plug. Moreover, a bargain price of three for $3.50 is offered when plugs are purchased in units of three. One plug costs $1.25. The new Benjamin counter display carton contains three plugs all ready to be carried home, and it advertises the special price as well as the many uses for the plug.

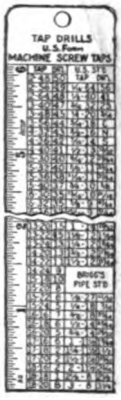
The margin of profit has always been very good and the turnover has been quick. But with the additional advantages the advertising will give it, the Benjamin Two-Way Plug should meet with still more favor from hardware dealers.

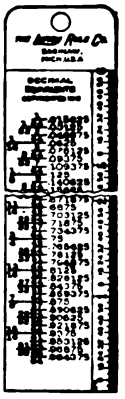
This plug is manufactured by the Benjamin Electric Manufacturing Co., whose main offices are in Chicago. Requests for information or for supplies of the various sales helps should be addressed to the Advertising Department, 806 West Washington Boulevard, Chicago.

Ashdown Hardware Co., Ashdown, Ark., has purchased the stock of N. C. McBrary.

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STEEL REFERENCE TABLE AND SCALE





A combination of exceptional usefulness and convenience is found in the new No. 97¼ Reference Table & Scale offered by the Lufkin Rule Company of Saginaw, Michigan, manufacturers of mechanic's scales, measuring tapes and folding wood rules.

This new article carries on one side tables of tap and drill sizes, U. S. standard, including fractional as well as numbered sizes: also S. A. E. and Briggs pipe standard, and a 6-inch scale in 32ds. The other side bears a 6-inch scale in 64ths, with the improved features of readable graduations, and a table of common fractions and their decimal equivalents.

The article is in the form of a semi-flexible 6-inch steel rule, 1¼ inches wide. It has good legible figures throughout, is convenient to carry in the pocket, and has hole at one end for hanging up. It is the most practical combined reference table and scale on the market.

HELPS EXTEND FAME OF W & B PRODUCTS

Theodore Butler, manager of the London, England, office of the Whitman & Barnes Manufacturing Co., manufacturers of twist drills, reamers, wrenches and drop forgings, recently visited the Akron, Ohio, and Chicago, Ill., factories of the company after five years' absence from the States.

In speaking of the "W & B" product, Mr. Butler said: "'W & B' products are known all over Europe, are well liked and admired, and the 'W & B' trademark is the symbol of excellency."

While at Akron, Ohio, Mr. Butler was tendered a dinner at which many of the leading business men of the country were present.

Here's the Way to Real Profits with the

EWALD
Tire Retreader Outfit

TAKE ADVANTAGE OF THIS BIG FREE OFFER TO HARDWARE SHOPS

WE GIVE YOU FREE OF CHARGE with each machine an assortment of 1000 Ewald Special Staples. Our extremely low list price of $20 is subject to an attractive trade discount, which together with the **free outfit** will repair more than enough tires to pay for it all.

Just think—5 hours of work, stapling 5 casings at $3.00 each and this outfit costs you nothing.



Get It Now and Begin to Make Real Money

Write us today and start the ball rolling towards big profits. Some dealers and garagemen are making as much as $30 a day with the Ewald. Act Now—Every day you delay means money out of your pocket.

Manufacturers
ROMORT MFG. CO.,
Oakfield, Wis.

Sales Dept.,
THE ZINKE CO.,
1326 Michigan Ave.,
Chicago, Ill.

HERE IS MORE THAT YOU GET ABSOLUTELY FREE!!

1 Full Sheet of Directions
1 Can of Mica Tire Powder.
1 Tracing Wheel
1 Notched Knife
1 Tire Spreader
1 Cement Brush
18 ft. Reliner Strip
1 Can Cement.

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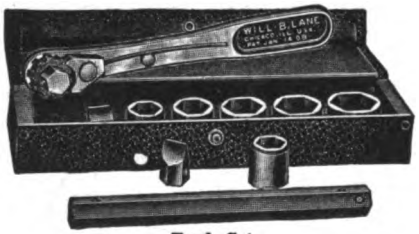


SALES MAKING WINDOWS

The reproduction herewith of a salesmaking window offers suggestions to other institutions in the sale of electric drills. One of these displays was made by the Standard Supply & Equipment Co., of Philadelphia, the spiral motif being carried out by the use of crepe paper to the pre-prints of the advertising and to the drill bits scattered about the floor of the window.

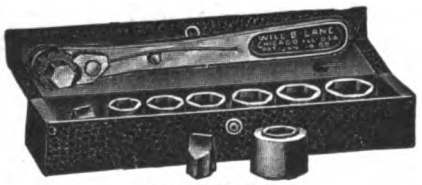
Lane's "Unique" Ratchet Wrench Sets

FOR MACHINE SHOPS, GARAGES, MOTORISTS AND MECHANICS OF ALL TRADES. ENTIRELY MACHINE MADE



Ford Set
7-inch Handle, 6 Sockets and Extension Bar.

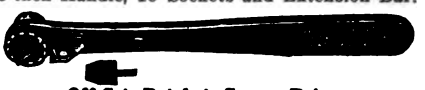
CARRIED BY JOBBERS IN ALL PARTS OF THE WORLD



Standard Set
7-inch Handle, 7 Sockets



Super Unique Set
9-inch Handle, 15 Sockets and Extension Bar.



Off-Set Ratchet Screw Driver
6-inch Handle, 2 Interchangeable Bits.

MANUFACTURED ONLY BY

WILL B. LANE - 180 North Dearborn Street, Chicago

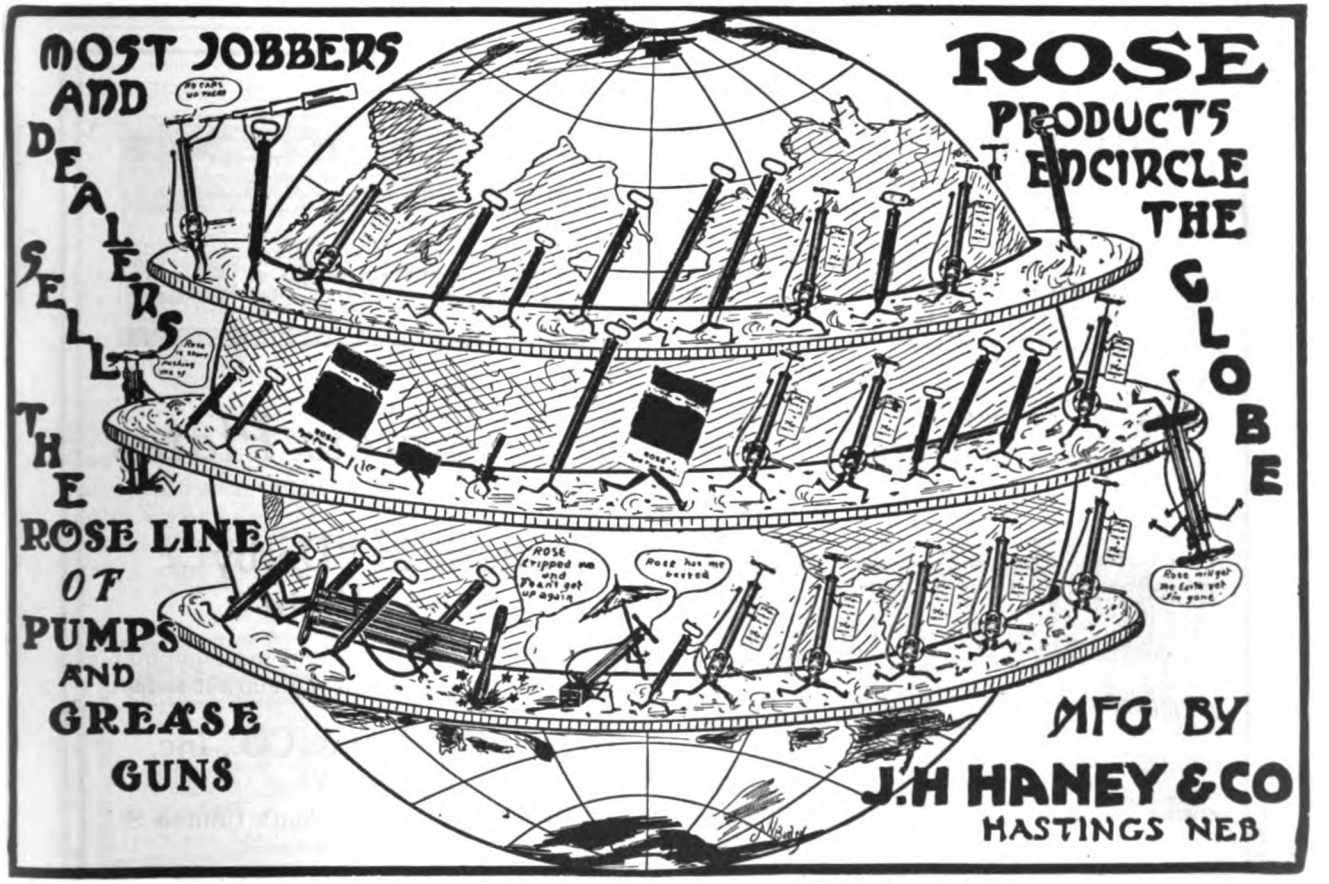
OUR WRENCHES HAVE SOLD FOR 10 YEARS WITHOUT CHANGE OF CONSTRUCTION.

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In the display of Chanslor & Lyon, of San Francisco, an attractive use of colored cut-outs, and a sectionalized drill mounted on an attractive display board was a feature that attracted much attention.

The co-operation the Black & Decker Mfg. Co. give to their distributors in various sections of the country is of splendid assistance in increasing sales on such lines. As far as we know, they are the only institution of the kind that use life-size cut-outs in connection with their portable electric drills. They or their distributors will be glad to give full information to any of our readers upon request.



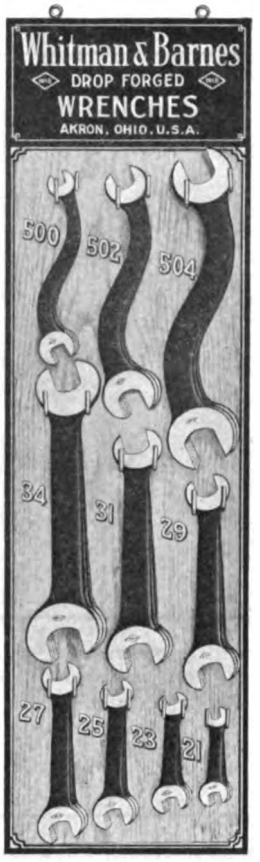
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ATTRACTIVE WRENCH DISPLAY BOARD

The Whitman & Barnes Manufacturing Company has placed on the market a new wrench display board. The board carries nine general purpose wrenches and twenty-one engineer's wrenches, all popular openings required for farm, machine and automobile purposes. It is being distributed to hardware dealers throughout the country.

The assortment is supplied either in semi-finished or finished. Each wrench is case hardened with ends ground and polished. The bodies of the semi-finished are black enamel, the finished mottled and lacquered.

A circular issued by the Whitman & Barnes Company describes the new display board, gives prices of wrenches, and shows the board in color.



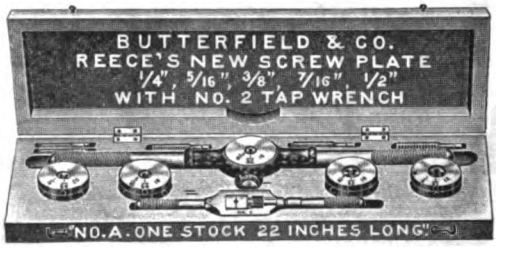


ADVANCE CORK INSERT GAINS WIDE DISTRIBUTION IN TWO YEARS

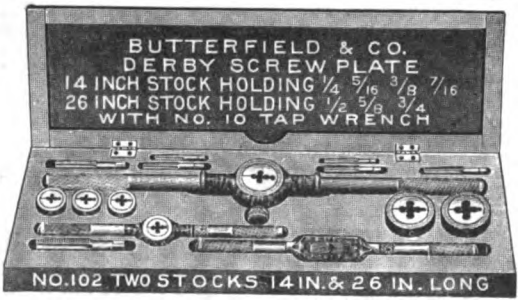
"It is very satisfactory," said M. O. Smith, sales manager of Advance Automobile Accessories Corp., 56 E. Randolph Street, Chicago, "when I read our Missionary Men's reports and find on one after the other: 'Cork Insert and White Stripe in stock; well satisfied'."

Butterfield "Reece's" Screw Plate

Requires 50% less power, cuts faster, more accurate and will outwear any other manufactured. Dies are easily removed for sharpening and can be adjusted to .001 of an inch.



The "World's Standard" Screw Plates



Butterfield "Derby" Screw Plate

Without question the best and most popular **Round Die** Screw Plate on the market today.

BUTTERFIELD & CO., Inc.
Derby Line, Vt.

Chicago Store, 11 South Clinton St.

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Look at these reports—from all over the United States and most all of them from small towns. That shows we have a good distribution, and if our goods were not right, dealers would not stock them.

Of course all the jobbers carry stock. They are supposed to, but it's the dealer's stock that tells the story of successful goods and distribution.

Advance has territorial salesmen, calling on jobbers, and each salesman has two missionary men, constantly combing the territory for new avenues of business.

The selling plan has been met with by all jobbers and dealers in a most gratifying manner—and today—after two years in the field—Advance shows a sales distribution that is quite remarkable.

MOSSBERG WRENCH CATALOG

The Frank Mossberg Co., Attleboro, Mass., have just issued their 200-page catalog of their line of wrenches and automotive products.

It is a catalog that should be in the hands of every retail merchant selling accessories, as well as garages, for it gives information that is daily needed, and valuable for reference.

This catalog is printed on excellent paper, in fact it is in keeping with the high character of this institution.

They maintain representatives and offices at Chicago, San Francisco, Los Angeles, Seattle, Dallas and Atlanta in addition to their foreign sales office and representatives.

They or their representatives will be glad to give full information to any of our readers upon request.

A feature of their catalog is the grouping of Ford parts and accessories in one section, being printed on colored paper and making it easy for reference.

Johnson & Hill Co., Grand Rapids, Wis., have purchased the stock of McCanley & Pomainville.

A. C. Brueswitz has purchased a half interest in the Hoops Hardware Co., Spencer, Wis. The firm name will remain tne same.

E. M. Rauch, Pomeroy, Wash., has let the contract for the building of a new addition to his implement warehouse.

The Arizona Hardware & Lumber Co., which is a new industry in Chandler, are handling full lines of hardware, implements, lumber and building material. The outlook is reported all that could be expected.

F. G. Schulze has purchased the Santa Paula Hardware Co. of C. W. Potter, Santa Paula, Cal. Mr. Schulze is an experienced hardware man, and recently removed from Santa Ana. He was formerly connected with the Crescent Hardware Co., Santa Ana.

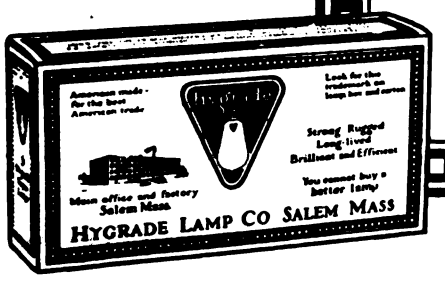
Maurice W. Deyo, 460 Main street, Orange, New Jersey, advises us that he is entering business as a manufacturers' agent, and will be glad to represent any manufacturers, who wish a good live salesman in the New England States.

George C. Garrett, for thirty years a well-known hardware merchant of Red Bluff, Cal., passed away recently at his home at Red Bluff, at the age of 57 years. Mr. Garrett was highly regarded by everyone who knew him, and enjoyed a wide acquaintance. He was active in church and fraternal circles in his home city. He is survived by a widow, a son and a daughter, to whom the sincere sympathy of the trade will be extended.

THE MOST POPULAR HYGRADE LAMP



Hygrade C 75-watt, Gas-filled Lamp. 68.8 candle power, 1000 hours average life. Costs to burn less than 1 cent an hour.



As Profitable as Paint

Progressive hardware dealers are finding Hygrade Lamps as popular and as profitable a line as paint and as easy to sell as flashlights or safety razors.

Hygrade Lamps
COAL SAVERS

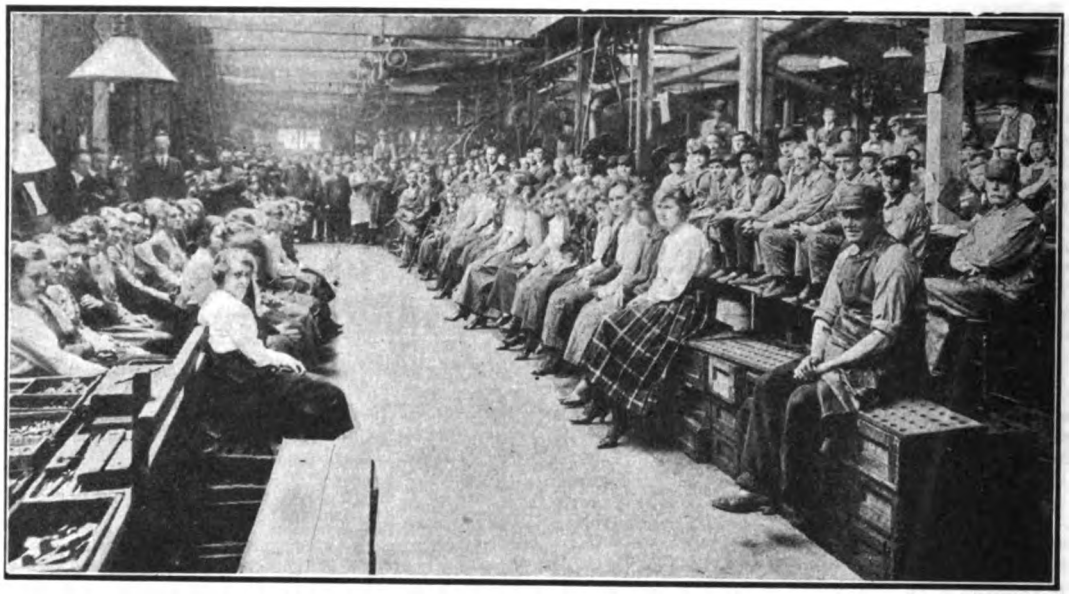
are used in the humblest cottage and the largest factory, require no expensive bookkeeping and repeat steadily. Write for our selling plan.



HYGRADE LAMP CO
GENERAL OFFICE AND FACTORY SALEM MASS

There is just the right Hygrade Lamp to fit in every place where good light is needed.

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THE "NOON SING"

The noon sing in the Richards-Wilcox plant at Aurora is a notable feature of that organization's social side.

When the shop employes finish their lunch each noon they gather 'round the piano in one of the shops and engage in a "sing" until the whistle blows.

Popular and old familiar songs are executed in good old-fashioned singing school style and the men make the shop ring with whole-hearted melody.

Each Tuesday noon a "regular meeting" takes place under the auspices of the local Y. M. C. A., when a program is put on embodying numbers by talented singers and speakers.

At one of these noon meetings recently, the Oriole Girls' Chorus, of Augustana College, who visited Aurora in concert work, gave an entertainment which included vocal chorus and solo numbers, readings and instrumental pieces.

The picture above, taken on this occasion, shows the Oriole Chorus at the left just in front of the piano platform. The girls at the right of the aisle are part of the Richards-Wilcox office force which was invited to attend the special program.

The concert was considerably lengthened by the encores induced by the appreciative applause of the audience, and the boss instructed the operator of the shop whistle to stay his hand until the concert was finished.

A. C. Gradolph is successor to Russell & Gradolph, Petersburg, Mich.

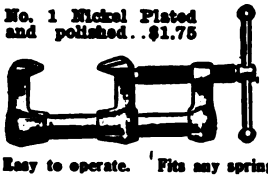
The Cutler Hardware Co., Cutler, Cal., have been adding to their stock and report a good season's trade.

The Curtright & Cunningham hardware and implement stock at Holliday, Missouri, is now owned by W. C. Cunningham & Son.

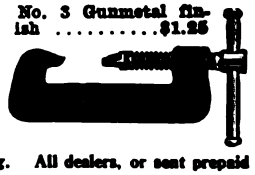
The R. E. Lee Co., Colville, Wash., report a very satisfactory season's business, and a good outlook. The officers are: W. H. Bronson, president; Z. Lane, vice-president; Al Miller, manager; W. B. Lane, secretary and treasurer. They have had a very satisfactory season's business.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished..$1.75



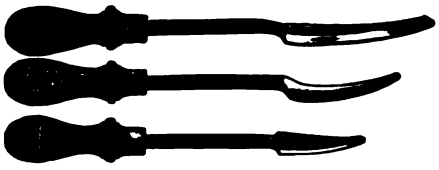
No. 3 Gunmetal finish $1.25



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

MOUND TOOLS
FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers
Carbon Scrapers
Chisel Sets
Send for Catalog
Pry Bars
Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

Pacific Coast Representative
Omer Cox, 525 Market Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

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A NEW LINE OF WRENCHES

A new and comprehensive line of wrenches has recently been placed on the market under the trade name Blackhawk.

This line, made by the American Grinder Mfg. Co., Milwaukee, is noteworthy both for its completeness and excellence of quality.

It includes individual wrenches for every purpose, suitable for motorist, aviator, motor-boat owner and mechanic. Also it includes combination sets, specially adapted to various makes of automobiles.

All Blackhawk wrenches are made from the solid steel bar and sockets are machined turned and broached out, making a wrench that is exceptionally strong and accurate fitting.

That Parker rust-proof process employed makes the Blackhawk attractive and very serviceable, as it can't rust.

A large and modern factory, complete in its equipment, is devoted to the making of the Blackhawk line. The entire output is sold through C. N. & F. W. Jonas, who have offices at Chicago and Pacific Coast cities. Catalog can be obtained by writing to these representatives or direct to the manufacturers.

PASSING OF MRS. HERBERT J. HODGE

Mrs. Herbert J. Hodge, wife of the veteran secretary of the Western Retail Implement Vehicle and Hardware Association, passed away recently at Kansas City.

Mrs. Hodge has been in ill health for a number of years, but her passing nevertheless was a distinct shock to Mr. Hodge and those of her family and friends, to whom she had endeared herself through a beautiful and useful life.

She was a native of Indiana, and with her mother removed to Lawrence, Kan., where she met Mr. Hodge, and they were married the following year.

Their many friends will unite in extending to Mr. Hodge their sincere sympathy upon his loss. Theirs was a companionship of harmony, love and truly wedded lives.

The Northwestern Hardware & Steel Co., Great Falls, Mont., have been incorporated with a capital stock of $60,000 by Harry P. Howes, Edward K. Leuzarder, H. B. Heffman, N. C. Howes and J. W. Jordan.

GET FULL MEASURE OF SPRING WEAR

The far-reaching Guarantee under which
HIGGINS QUALITY SPRINGS
For Replacement
are sold—years of successful usage *back* of them—the new, improved principle of construction give you *positive protection* against imperfections—breakage, and bother.
Best for the *dealer* because they deliver greatest worth in wear to user. Write for Trade Discounts and Big Catalog listing 500 different styles.
HIGGINS SPRING & AXLE CO., Dept. 741 Racine, Wis.

NO BOLT—NO HOLE—NO HUMP—NO JOLT

Gear Pulling Made Easy
by using the latest and best made tools
No tool will help a repairman more than the
No. 1 for Heavy Work.
No. 2 for Light Work.

GREB AUTOMATIC GRIP PULLER
BEACH PATENT
It has a positive grip, can be locked in any desired position, cannot unhook, and adjusts to work instantly.
TEN DAYS' TRIAL. If your dealer or jobber does not have them, we will send you one. Try it for ten days. If not satisfactory, return it to us and we will refund your money.
JOBBERS AND DEALERS: Get our Proposition.
Other Greb Products:
Greb Arbor Press Base and Bench Plate.
Greb Rim Tool (for cross split rims).
Greb Tire Remover and Replacer (for Firestone Rims).
Greb Rim Remover and Replacer (From all wheels).
Greblox Solder Cement.
Greb Auto Lock. Greb Tire Spreader.
Grebford Lock No. 1. Grebford Extensions.
THE GREB COMPANY, 234 State St., Boston.

"OIL RUINS TIRES"
Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with
CURTIS AIR—FREE FROM OIL
Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.
Curtis Pneu. Mchy. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

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Mr. Dealer, Here is a "Live One" for You

The "CLEAN-UP and PAINT-UP" Campaign is on Now

EVERYBODY wants to keep their Homes CLEAN and SANITARY

HERE IS THE CLEANER THAT WILL DO THE WORK

Samoline Spells EFFICIENCY and ECONOMY—It's a Rapid Seller and a Money Maker for You.



THE ABOVE No. 1380 ASSORTMENT CONSISTS OF

12 Pint Cans Sells at $ .60 Each	$7.20
6 Quart " " " 1.10 "	6.60
	$13.80
Less 33 1/3% Discount to You	4.60
COSTS YOU NET	$9.20

WE SEND FREE

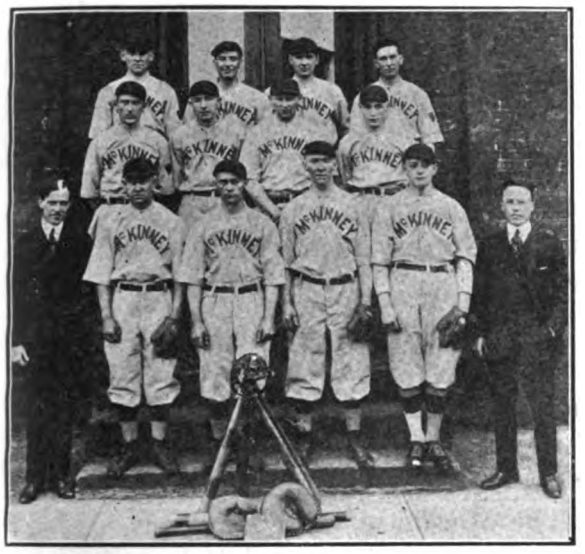
1 HANDSOME DISPLAY BOX
2 DOZEN 2-oz. SAMPLES
200 THREE COLOR LITHOGRAPHED INSERTS

Invest $9.20 and make $4.60 profit or 50% on your Investment.

Order one of these Assortments from your Paint Jobber today. If he does not carry the goods order direct from

The SAMOLINE CORPORATION, Inc. SOLE MFRS. **CHICAGO, ILL., U. S. A.**

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CHAMPION BALLPLAYERS

The McKinney Manufacturing Co., Pittsburgh, Penn., have a justly deserved reputation on their products, but it may not be known that their employes put the same zeal and enthusiasm into whatever they do, be it business, recreation or pleasure.

A few months ago, under the auspices of a local organization, an industrial baseball league, made up of teams representing manufacturers in their section of Pittsburgh, was organized.

As was to be expected, the McKinney Manufacturing Co. took the initiative, and through them others joined.

Many of the members of the McKinney team have been connected with them for years. The league consists of eight teams, represented as follows:

Pittsburg Knife & Forge Co., Duff Manufacturing Co., Pittsburgh Transformer Co., Crucible Steel Co., Labelle Works, Damascus Bronze Co., Pittsburgh Screw & Bolt Co., Heyl & Patterson, Inc., and McKinney Manufacturing Co.

The members of the McKinney team are as follows, and they expect to finish the season at top notch:

Top row (reading from left to right)—Roger Culver, captain and catcher; William Owens, second base; George Elbert, manager and first base; William Glenn, fielder.

Middle row—Charles E. Green, utility; Henry Gibson, catcher; Louis Rettig, pitcher; Louis Dunadell, shortstop.

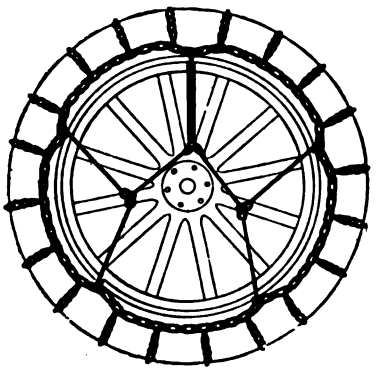
Bottom row—J. L. McKain, coach; William Bevington, fielder; William Miller, fielder; Samson McBurney, third base; Jack Lynn, pitcher; W. S. Church, committeeman.

Theodore B. Bass has been succeeded in business at Canton, Ill., by John A. Cass.

The Ceres Hardware Co., Ceres, Cal., have increased their warehouse facilities in order to carry a larger stock.

The Stockton Implement Co., Stockton, Cal., have changed their name to the Stockton Hardware & Implement Co.

Burt G. Sayro, at Lakeport, Cal., has disposed of his hardware business to A. M. Akins & Sons Co., Lower Lake, Cal.



The Fastest Selling All-Year Accessory a Dealer Can Handle

Small investment — Good profit — Takes up little room —Every motorist needs them — And has no excuse for being without them at this price.

MERCHANT'S ANTI-SKID CHAIN TIGHTENER

$1.00 A PAIR

If dealer does not handle, sold direct prepaid on receipt of price

Simple and easy to attach. You can slip it on a customer's car in about one minute, and it means a sale every time.

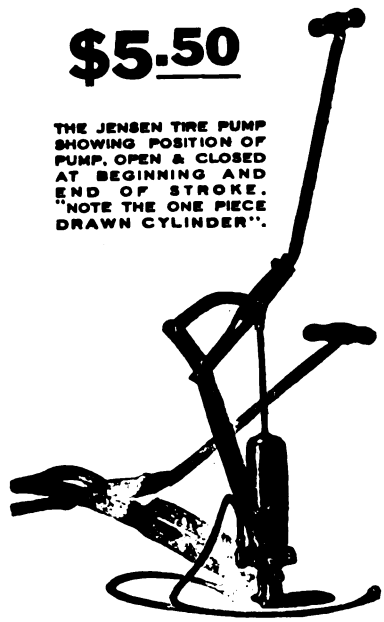
By a scientific arrangement of the steel rods we are able to equalize the work of ONE SPRING and give an equal tension at all points of contact with the chain, making this article FOOL PROOF, as it will allow the chain to CREEP as it should on any make of tire, at the same time take up the slack as the chain wears or the cross chains break, as it is adjustable.

JOBBERS AND DEALERS:—Write at once for full particulars and generous terms, for now is the time to sell these things.

M. H. MERCHANT CORPORATION
236-238 Emma Street, Syracuse, N. Y.

This is the NEW JENSEN

$5.50



THE JENSEN TIRE PUMP SHOWING POSITION OF PUMP, OPEN & CLOSED AT BEGINNING AND END OF STROKE. "NOTE THE ONE PIECE DRAWN CYLINDER".

The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It is strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump. Fitted with a 1-piece drawn cylinder which makes it absolutely air-tight and increases the efficiency of the appliance.

Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Ill.

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A Message to the

The opportunity now presents itself for American manufacturers to reach out and increase their business in foreign countries as well as domestic trade. A wonderfully organized clearing house for this is being established.

GRAND CENTRAL PALACE—the largest exposition building in the world, occupying an entire city block right in the heart of New York, shortly will become the World's Greatest Trade Mart—the central point of world commerce. The Merchants and Manufacturers Exchange of New York, operating Grand Central Palace, has established foreign connections for export business in every important city in the world.

The World's Trading Center

Beginning October 1st there will be opened **permanent** exhibits of products of the more important industries, eight huge floors being used for this, and four other floors for the numerous weekly expositions which have made the building famous. Manufacturers, jobbers, retail dealers and the host of foreign buyers will soon regard Grand Central Palace as the world's trading center.

Huge Hardware Display

An entire floor—50,000 square feet—in this spacious building will be used by the **INTERNATIONAL HARDWARE AND HOUSEFURNISHING EXCHANGE**. Never before in the history of this industry has there been such a permanent Exchange conducted along international lines, giving the American manufacturer an opportunity to come in direct contact with the domestic and foreign buyer. Here will be found exhibits of the leading manufacturers and distributors—all that is most modern—including many new products just being introduced to the market, giving the dealer the opportunity to select his stock expeditiously. On other floors will be exhibits of products of many industries—some of them closely allied to the hardware and housefurnishing industry. The **INTERNATIONAL HARDWARE AND HOUSEFURNISHING EXCHANGE** will open on October 15th.

A Dealers and Buyers Headquarters

Dealers in the United States and Canada and foreign buyers may consider this Exchange as their New York office. It will be replete with conveniences and comforts to make the out-of-town dealer and visiting buyer feel at home. It is to become the great meeting place of buyer and salesman.

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Hardware Trade

GRAND CENTRAL PALACE, where all of the largest industrial expositions are held annually, is centrally located and convenient to all railroads, steamship piers, hotels, theatres and shopping districts. If you would keep up with the procession of progressive dealers in your own line—if you would expand your business and **grow**—you cannot afford to miss visiting this great trade clearing house and the sooner the better. Mark Oct. 15th on your calendar now.

You will see the march of the world's industrial progress during the Reconstruction Period starting from the GRAND CENTRAL PALACE.

For further information address

International Hardware and Housefurnishing Exchange

Room 421, 405 Lexington Ave., New York



Grand Central Palace, New York City

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VACATION VISITORS

The HARDWARE WORLD latch string is always out to everyone connected with the trade,—manufacturers, jobbers, dealers or salesmen, or anyone of the great hardware family wherever located.

Recent visitors to the HARDWARE WORLD office include two of the live hardware men from different sections of the Pacific Coast, one of them being R. M. Burton, who possesses a wonderful amount of the elixir of life, known as the Seattle spirit, a well-known manufacturers' representative and ex-hardware salesman. Notwithstanding Mr. Burton has lived in the far West for many years, he still retains that soft, easy way of speaking, which betoken his Southern ancestry and environment.

One other well-known visitor was Don Stanbery, sales manager of the Union Hardware & Metal Co., who comes from the other extreme of the Pacific Coast. Mr. Stanbery said he was endeavoring to absorb an increased supply of pep and enthusiasm, and availed himself of the opportunity of extending his acquaintance among the hardware trade. He believes in the value of personal contact, and while he is absorbing enthusiasm he unconsciously radiates it in a generous measure.

J. H. King has purchased an interest in the Escondido Hardware Co., Escondido, Cal.

Gilbert R. Jones and Milo Long are engaging in the hardware business at Suisun, Cal.

L. A. McLain has purchased the hardware and furniture business of M. B. Peterson, of Tenino, Wash., which he will consolidate with his own stock.

A new building is being erected by the Shafter Warehouse Co., Shafter, Cal., and an increased stock of hardware and machinery will be installed.

L. G. Lyman, Ira Ray and G. L. Ingraham, who recently purchased the Hughes Hardware, at Centralia, Washington, have changed the name to the Standard Hardware Co. and plan to add to the stock.

The Graham-Boyle Hardware & Furniture Co., Rexburg, Idaho, have remodeled their store and are increasing their facilities for carrying a larger stock. The outlook is reported as most excellent.

The O'Fallon Supply Co., Denver, Colo., have been preparing to erect a large building at Albuquerque, N. M., in which a large stock of hardware, plumbing supplies, implements and other machinery will be installed. They recently established a branch at El Paso, Texas.

Kerfoot & Turner Co. is the name of a new enterprise at 1319 Polk street, San Francisco, who will handle hardware and household goods. Mr. Kerfoot has been engaged in business in Seattle, Wash., for many years. He only recently received his discharge from the service, and he is now engaging in business in San Francisco.

J. C. Welch Co. has been organized at Tacoma, Washington, for the manufacture of a spokeless wheel. At present it is only being used in the manufacture of household furniture and toys, but the investors claim it is adapted for automobile and trucks, as well as freight cars, the principle being that the weight of the carriage is separated from the propelling power and the power is applied at the outer circumference of the wheel rather than at the hub.

HIS BUSINESS IS "WHIRLING" SUCCESS

A busy man who enjoys his business is R. A. Lindsay, Western manager for the John J. Hildebrandt Co., with headquarters at Portland, Oregon. Five and a half days a week he works hard and fast. The rest of the time he goes fishing—and lands his prospects.

The Hildebrandt spinners and flies, seem to be accepted as in a class by themselves, and for twenty years they have been finding their way into the hearts of the greatest sportsmen through the mouths of the biggest fish.

Mr. Lindsay explains that a single die to stamp out the spoon spinning disk costs $75 and over 300 types of spinners are included in the Hildebrandt stock.

A peculiar feature of the Hildebrandt tackle is the "ball bearing" rotary action secured by two beads which make a sort of bearing for the spinner.

So active is the trade from the Pacific Coast headquarters that new offices will have to be occupied next season.

The Hildebrandt selling policy is such that every direct order that comes to the manufacturers is referred to the jobber or dealer in that district.

The Hildebrandt line is distributed by such jobbing institutions as the Simmons Hardware Co. and the Honeyman Hardware Co.

OPENS SEATTLE OFFICE

The Caldwell Sales Company, of San Francisco, who for many years have been representing leading manufacturers on the Pacific Coast, have recently, in order to better care for their Northwestern customers, opened an office in the city of Seattle.

This office will be under the sales management of Walter D. Osborn, who was with the company previous to his call to duty in France, where he did his best in the battle of the Argonne.

Mr. Caldwell, who has just completed a trip to factories represented by him, returns with optimistic views for an early resumption of consistent buying.

Dyer & Botsford, Granger, Wash., were recently burglarized of a small amount of cutlery and firearms.

The Montana Cord Tire Co. is being organized at Great Falls, Montana, to manufacture auto tires. The company has an authorized capital stock of $500,000.

The Rosalia Hardware Co., Oakesdale, Wash., have leased a building at that place, in which a general stock of hardware and machinery is being installed.

Reynolds & Reynolds have opened an accessory business at Seattle, Wash., at 1207 Pine street. A. J. Turner, formerly connected with Chanslor & Lyon, is the manager.

The Kane Pneumatic Shock Absorber plans for a new foundry and machine shop at Centralia, Wash. They will engage more extensively in the manufacture of their products.

The Avis Hardware Co., Pomona, Cal., have been incorporated with a capital stock of $50,000 by A. B. Avis, Phoebe A. Avis, Ethyle E. Avis, Charles E. Otto and Mary R. Otto, all of Pomona.

According to W. A. Bell, of the Yakima Hardware Co., North Yakima, Wash., 12,650 kegs of nails will be required by the fruit growers in their vicinity to take care of packing and shipping 10,000 carloads of fruit that will be marketed this season.

Joseph H. Stamford, Harold Stamford and John C. Wegmann are operating the Catalina Hardware Co., at Avalon, Cal.

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SAPOLIN

"Special Goods for Special Purposes"

SERVE, SAVE AND SATISFY









ALL of the questions that particularly interest the merchant when he is about to decide what line of Enamels, Stains, Gildings, Bronze Powders and Bronzing Liquids he will buy and sell, are answered in a favorable and satisfying manner when he places his initial order for the Sapolin Brand.

You are respectfully invited to open an account with us because we firmly believe that we can materially contribute to your welfare and profit while you are contributing to ours.

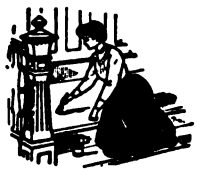
The Sapolin line presents a business opportunity which should be investigated by every merchant who desires to serve his customers with high class merchandise at reasonable prices and, at the same time, earn for himself a most satisfactory margin of profit and continued prosperity.

Write today for a copy of the Sapolin Calendar showing the previous, present and succeeding months at a glance.





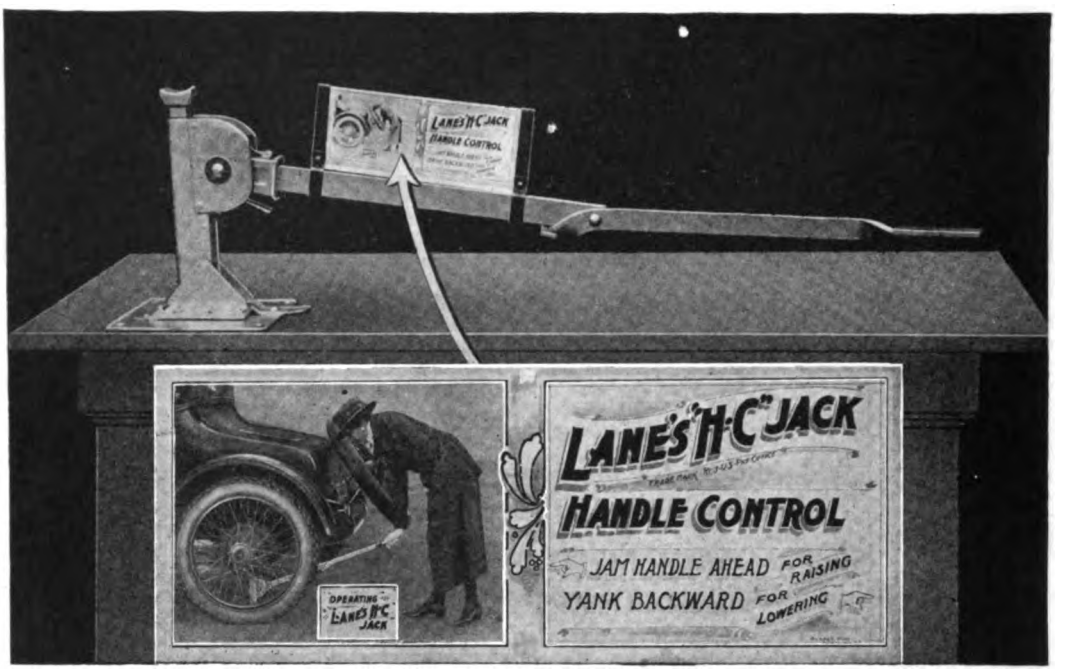




GERSTENDORFER BROS., 231-235 East 42nd Street, New York, U. S. A.

SAPOLIN

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LANE SELLING HELPS

Lane Brothers Company, Poughkeepsie, N. Y., are distributing a little selling help to their dealers on H-C Jacks that seems to be very effective, and in which the psychology of the average customers for other goods is availed of for making known to him the novel feature of this article—not apparent from casual observation.

Most people have innate desire to handle things and wiggle whatever is movable within their reach. This device satisfies that craving—and incidentally acquaints the party with the feature that so appeals to discriminating motorists, namely, the handle control, which obviates necessity for getting under.

The actual self-demonstration is convincing and we understand where the plan has been in operation it has resulted in many extra sales. The device is furnished gratis to all dealers handling Lane H-C Jacks.

Robert Clark & Sons have opened business at Kirksville, Mo., handling full lines of hardware, housefurnishing goods and auto accessories.

K. L. Molen and Henry Danilson have bought the stock of the Arco Hardware store at Arco, Idaho. They are planning to add materially to their stock. They will also handle implements.

The Sturgis & Storie Co., Pendleton, Ore., are having their building remodeled, which will give them facilities for carrying an increased stock.

The Enterprise Hardware Co., Pasadena, Cal., have had their building remodeled, a new front put in, which increases their facilities for adding to their stock. They report a splendid outlook.



With the——

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office, 838 Hamilton Avenue, Allentown, Pa.



Pack's Pineapple Eyesnip

is the superior and best eyesnip on the market. It is a kitchen article that every hardware dealer should handle. It is a big seller. Literature and prices upon request. Sample 25 cents.

Order Now

Christian Schlicker Mfg. Co.
Rochester, N. Y.



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS,
122-124 N. Curtis St., Chicago, Illinois



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LENOX SAWS CUT THEIR WAY INTO THE WEST

Extending aggressively and permanently into the far West, the American Saw Mfg. Co., has now arranged for a factory representative in that territory, and N. J. Parver is the man who has been sent.

Lenox Hack Saws have so established themselves among the manufacturers and machine shops of the eastern half of the United States and the demand for them on the Pacific Coast has so developed that the change has been made practically necessary.

A New Yorker originally, who made his business start in the wholesale fruit business, Mr. Parver has been with the American Saw Manufacturing Co. for the last six years, traveling through the eastern and southern states, and recently at the works at Springfield, Mass.

He comes to his new field with unbounded energy and sales enthusiasm, and the infectious loyalty which he has for his line of saws seems in his case well merited and justifiable.

Mr. Parver has not as yet opened an office, but he is making his second round of the territory, and within the next few months will establish headquarters, probably at San Francisco.

His Tungsten steel product backs him up for high speed work, and in his claim for quality second to none, their excellence, together with the service proved in daily use, are bringing repeat orders and strong friends from among the jobbers.

The Chandler Hardware & Cycle Co., Phoenix, Ariz., report an excellent season's business and a splendid outlook in hardware and auto accessory lines. The store is conducted by Messrs. H. G. and R. G. Lemon.

The Allendale Hardware Co., Oakland, Cal., was recently burglarized to the value of $400. This is the third burglary that Mr. Waters, the proprietor, has suffered, the total loss aggregating $2000.

G. S. Miller, son of Dwight H. Miller, of the Miller Enwright Co., Sacramento, Cal., was recently married to Miss Grace Maddock, daughter of George F. Maddock, manager of Sutter Basin Land Co. Mr. Miller has just returned from France, where he served fourteen months in the 29th Engineers. He is connected with the Miller Enwright Co. Their friends united in wishing them many years of happiness.



T. H. SHERRARD JOINS PACIFIC PUMP & SUPPLY CO.

T. H. Sherrard, one of the most expert men connected with the pump and water supply system throughout the West, who is well known to the trade on the Pacific Coast by reason of his experience and his connection with a number of leading institutions, has accepted a position with the Pacific Pump & Supply Co., of San Francisco.

He is an experienced water supply man, and the Pacific Pump & Supply Co. as well as Mr. Sherrard himself are to be congratulated upon this association. The business of the Pacific Pump & Supply Co. has grown to a very large extent. The organization is composed of men who are financially interested in the institution, men whose knowledge and experience, coupled with the lines for which they are the distributers, is sure to develop an increased business.

Knott Hardware & Furniture Co., Whitefish, Mont., are adding to their facilties with a view of carrying an increased stock.

N. C. Granish, proprietor of the Greater Kelso Furniture Co., Kelso, Wash., is adding to his stock of hardware and furniture.

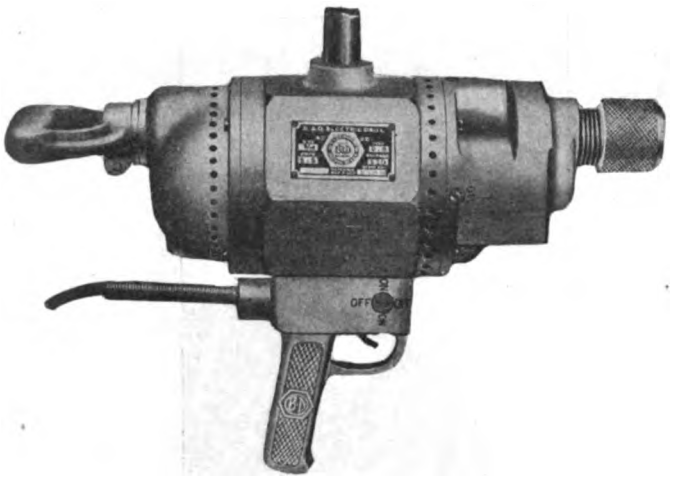
Dinwiddie Henderson, of Hammersley, Calif., is arranging his store in order to increase his stock of hardware and implements.

George Johnson, formerly with the Kelvin Lumber & Supply Co., Winkelman, Ariz., has purchased the hardware store at Hayden from the company, and plans to operate it under the name of the Hayden Hardware Co.

The Central Hardware Co., Hollywood, Cal., have purchased the stock of the Crescent Hardware Co. The Central Hardware Co. is composed of E. L. Harter and R. B. Ramsey. They are materially adding to their store and enlarging their stock.

A new automobile tire has been invented, for which great claims are being made, the materials used being 70% fish skin and 30% new rubber. The inventor claims that he has been offered a million dollars for his patent, but so far he prefers to retain his rights. The tire is guaranteed for 3500 miles.

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SURE TO PROVE POPULAR

The Black & Decker Mfg. Co., Baltimore, Md., have recently added a new size to their line of portable electric drills. This is a drill with a capacity of 0 to 9-16-in. in steel, and is provided with a No. 1 Morse Taper Socket. It will drill a 9-16-in. hole through machine steel at a rate of 1½ in. per minute without overloading the motor. In tests, pressure up to 500 pounds has been applied without stalling the drill.

This drill is similar in construction to the other sizes. The housing is of Magnalite, an aluminum alloy of great tensile strength. Gears are packed in grease in a separate grease-tight compartment like an automobile transmission, and the drill spindle runs in a long bronze bushing and against a ball thrust bearing. Motor is air cooled, and in testing, these drills have run continuously for fourteen weeks, day and night, including Sundays and holidays, stopping only to renew brushes. The weight is 21 pounds; no load speed 600 R. P. M.

An interesting feature of this tool is the attachment of the Morse Taper Socket. This is in the form of a separable sleeve secured in the drill spindle by means of a large knurled nut. By unscrewing this nut the entire Taper Socket is easily removed from the spindle. The drill shank protrudes slightly beyond the end of the Taper Socket, and a little tap on the end of the protruding drill shank frees it from the socket. This makes the drill unusually compact, and gives it great strength and wearing qualities, as, otherwise, it would necessarily be at some distance from the bearing in order to leave room for the drift pin slot. This drill has the patented pistol grip and trigger switch, which characterizes all Black & Decker drills.

The drill complete, with interchangeable spade handle and breast plate, 15 feet of Duplex electric cable, separable attachment plug and detachable side handle, sells for $96.00.

G. W. Nations is the successor to McVey & Nations at Barry, Ill.

WE WANT YOU TO SPEAK OUT

In renewing my subscription to 1922, I presume it is unnecessary to send my endorsement as to the merits of the HARDWARE WORLD as other successful merchants have done.

So far I have only silently approved or disapproved of the many articles on salesmen and selling, as are often expressed in your paper, but some time I may give my experience.

Washington. LAUREL R. KEMOE.



FRYING WITHOUT GREASE

Anything which helps to lighten the household duties of women is of immediate interest to the hardware merchant, because the knowledge always yields him returns in the way of increased sales. Women appreciate having their attention called to time and trouble-saving articles for their kitchen; particularly when the articles are beautiful and insure better cooked foods.

All of the most popular culinary utensils are now made of aluminum. In fact, it is impossible to sell many women any other kind.

The newest thing in aluminum is a griddle which the manufacturers claim will fry the most delicious hot cakes without the use of grease and without smoking. This is bound to make pancakes more popular than ever and—oh, joyful news for pancake lovers—more digestible.

There is no doubt but what this latest addition to the aluminum line will be cordially received, not only by the host of women who are already sold on the "Reflects Good Housekeeping" idea, but by many others, as well. Hardware merchants and department stores will be glad to know that this griddle is being furnished by the Aluminum Goods Manufacturing Co., Manitowoc, Wis., makers of Mirro Aluminum.

R. W. Gray is preparing to open a hardware establishment at Seeley, Cal.

The Pan Sales Co. has been incorporated at Vancouver, Washington, to handle auto accessories.

The Johnson Auto Signal Co. has been incorporated at Vancouver, Washington, with a capital stock of $90,000.

The Lincoln Hardware Co., Lincoln, Wash., will hereafter be known as the Steinke Supply Co., the proprietors being P. A. and H. A. Steinke.

Potts & McCulloch, of Marianna, Ark., who were recently destroyed by fire, have erected a new building and will carry complete lines of everything pertaining to hardware, housefurnishings, sporting goods and implements.

DI-MEL-INE
PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 15-20 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.).....$12.00
Jobber's Assortment (12 Doz.).....$16.80
Open Stock, all colors, per gross.....$16.80
2% Freight allowance, F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MONTAUK PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

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Business Opportunities

I WANT TO BUY

a hardware stock or business for $3000 to $4000, located in one of the western states. Give full particulars. Address C. D. E., care HARDWARE WORLD.

FOR SALE

Hardware store, whole or half interest. Fifteen years in present location, good live town. $1,100.00 stock, can be reduced if necessary.
Davey Bros., Anacortes, Wash.

FOR SALE

Four sections up-to-date hardware fixtures, crated and ready for shipment. In good condition. Photograph will be furnished. First National Bank of Alger County, Munsing, Mich.

FOR SALE

A good growing hardware business in the choicest part of the West, where prices are good and the future the best. Partnership the reason for selling. About $10,000 required. Address "L. & S.," care HARDWARE WORLD.

SALESMEN WANTED

for several sections of the Middle West, as may be arranged, especially to call on the retailers and others who sell glass tumblers, a good line of them.
Address Tumbler,
care HARDWARE WORLD.

SITUATION WANTED

By young man with fifteen years' experience in wholesale hardware, as buyer, traveling salesman, etc., capable of qualifying as manager. Thirty-three years' of age. Married. Address "T. A.," care HARDWARE WORLD.

POSITION WANTED

Paint man wants retail sales position, where I can have the opportunity to make good. I know the game from the ladder, counter, factory and road. Satisfactory references. R. F. McIntosh, Bremerton, Wash.

FOR SALE

Hardware store in a thriving beach town, with ideal climate, in Southern California. There is other business that I must attend to in another state. Invoice about $2500. Address J. K. M., HARDWARE WORLD, for full particulars.

WANTED

A young man who has had practical work as assistant or understudy to experienced general hardware catalog compiler. Permanent position if services are satisfactory. Address "S. P.," care HARDWARE WORLD.

WANTED

Hardware stores bought, sold and exchanged. What have you? Describe fully; correspondence confidential. Buyers get our guarantee. If you want a partner ask us. Herbert Company, 904J Webster Building, Chicago, Illinois.

WANTED

All 'round tinner and plumber; one who can also do hot air, steam and hot water heating. Steady employment the year round. Wages $25 per week and better according to ability.
Cambridge Hdwe Co., Cambridge, Wis

SALESMEN

Sell side line. Five orders per day pay $27 per week. Product in demand by all hardware and tin shops. Used and endorsed by Dept. of Gov't. State references. lines handled and territory covered. Transom Mfrs. Co., Dept. E. 18, Northern Office Bldg., Chicago, Ill.

MANUFACTURERS' AGENT WANTED

in every state in the Union. We want representation for our line of spring and solid eye grain bag, flour bag and packing needles, by a responsible firm or agent calling on the hardware trade. Our needles are considered the standard of this country and our prices are right. Address Box 1016, care HARDWARE WORLD.

SALESMEN

Traveling Salesmen visiting the Hardware and Housefurnishing trades throughout any territory in the U. S. can have a 50 per cent commission. Simply offering to their customers Reeg the Rhymer's Trade Rhyme Suggestions for advertising trade specialties on 7 x 11 hand painted signs. Address GEER, 2 Mt. Hope Place, New York City.

FOR SALE

Clean Hardware, Furniture and Implement stock in one of the best locations in the Willamette Valley, Oregon. Doing a prosperous business. Will invoice about $40,000. Reason for selling on account of recent death of partner. Established thirty years. Will bear investigation. Address "L. O.," care HARDWARE WORLD.

COUNTRY TOWN TINNERS AND PLUMBERS WANTED

To learn pattern drafting; make your own barn ventilators, furnace fittings, shop repair work, tanks, radiator repairing, plumbing, steam and hot water heating. Our drafting courses have stood preeminent for nine years and are what you desire to advance. The National School of Drafting, St. Louis, Mo., U. S. A.

FOR SALE

In a good, clean Nebraska town—a New Brick Hardware Store Building—located on one of the best corner lots on Main St.—Lot 50x240 feet; building, 80x90 feet, with 9-ft. cemented basement for shop or storage—with elevator, revolving nail bins, furnace and electric lights. All fixtures are up to date. Will sell building, fixtures and stock; or sell building and fixtures separate. The business has been established 30 years. The best of reasons for selling. Address "Nebraska," care of HARDWARE WORLD, Boatmen's Bank Building, St. Louis, Mo.

YOU SOMETIMES FEEL LIKE SAYING:

"Sir: My stenographer, being a lady, cannot transcribe what I think of you. I, being a gentlemen, cannot think it. But you, being neither, will understand what I mean."

Walla Walla Hardware Co., Walla Walla, Wash., have moved to a new building, which will give them facilities for carrying an increased stock.

OVER THERE TO STAY

The voyage was a bit rough and going across on the transport Sam got about all he wanted of life on the ocean wave. On arriving, he was heard to remark: "It sho' takes some nerve to cross dat Atlantic Ocean. If it don't freeze all over and a railroad ain't built across to mah home in Georgia, I's a European fo' de rest of mah life."



GUARANTEED CAL-PA-CO BEST QUALITY

Do You Know Any Paint as Good?

556 CALPACO O. W.
FORMULA
100% Pure
Outside White Base
PIGMENT

Cal-Pa-Co Pure White Lead	66 2/3%
Cal-Pa-Co Pure Zinc Oxide	33 1/3%
	100%
LIQUID	
Cal-Pa-Co Pure Linseed Oil	90%
Cal-Pa-Co Pure Turpentine Dryer	10%
	100%

FIVE FIRST AWARDS
P. P. I. E., 1915

SECURE EXCLUSIVE AGENCY NOW

Everything reliable in Paint and Varnish

California Paint Company

Manufacturers since 1865

Oakland, California, U. S. A.

JOBBERS

KELLY, THORSEN & CO. Portland

STAYNER & DALY Salt Lake City

HAMMOND LUMBER CO. Los Angeles

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The man who doesn't balance work and play skillfully, soon becomes humdrum and forgets how to be a good mixer. Seek the happy medium and then work and recreation will be a joy.

There is no use joining the Crape Hanging Society before we have to. Other people have their troubles and so why should we parade ours. Besides, sunshine and good cheer are bigger business bringers than gloom and dismal forebodings.

Few men succeed because they are naturally brilliant. Success is due usually to persistence, determination, inclination, desire, ambition, backed by action. Any man can cultivate those qualities.

Worry is foolish, of course. It never gets a man anywhere, and yet it is exceedingly human to worry if things go wrong. Quite the best way to prevent worry, is to keep well, live sanely, attend to every day's business thoroughly and intelligently, and to be careful never to get in a corner where the other man can crowd.

Almost every man has times of thinking that his business has more "outs" than any other man's living. Just the same, if most of us were to cast our burdens into a huge shell hole and be given permission to find another suited to our backs, we would probably search about and pick out the very one we had thrown away. Of course, we would think that we wouldn't but our own burdens come pretty near fitting the backs for which they were made, after all.

You and I may not be able to deliver our goods or service by aeroplane, but what of it? We can keep very near the head of the procession, moving along on terra firma, if we only take the trouble to do it. But let us not be satisfied with being tail-enders in the line of march. The happy part of the whole situation is that we can locate ourselves about where we choose, if we are only wise enough to profit by the experience of others, and to govern ourselves accordingly. Don't forget that!

Your deportment in the store should be that of a gentleman. Treat every customer with courtesy. Study good manners. It not only pays, but the habit will become second nature, and try to remember to say "Thank you."

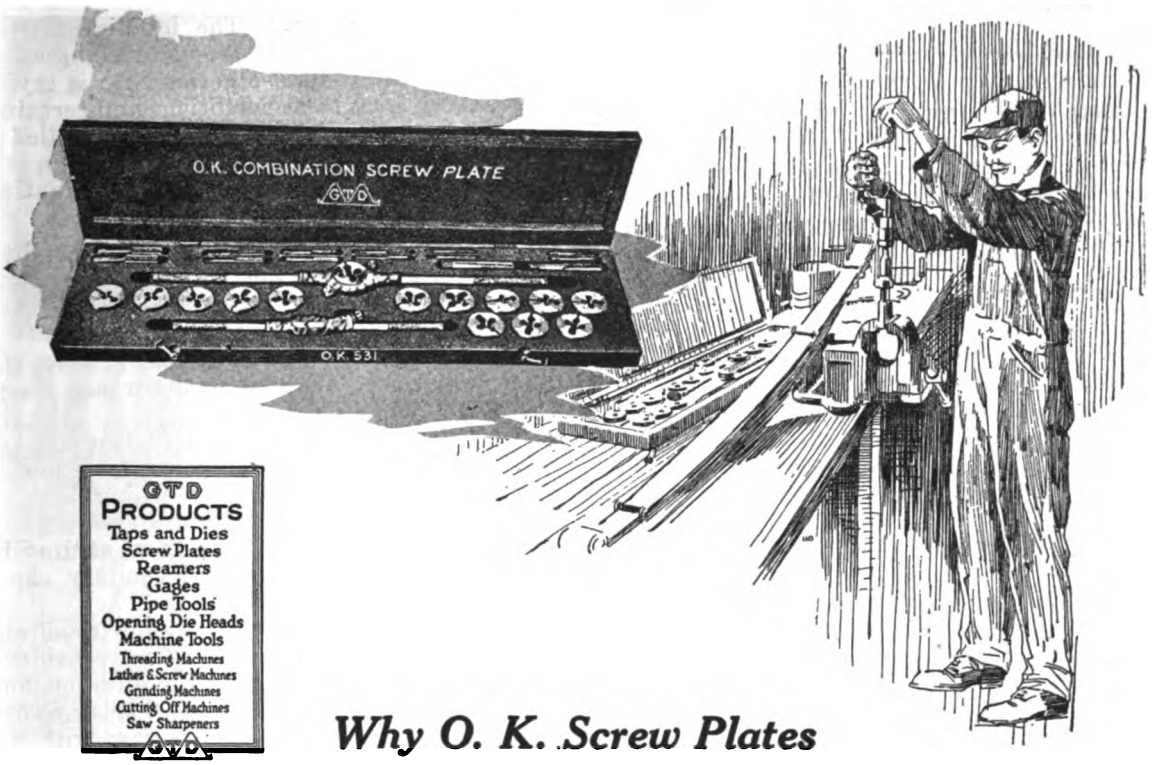
OLD PLUMBING SHOULD BE REPLACED

There are many million dollars' worth of old plumbing in our cities throughout the length and breadth of our country, that is old, out of date and insanitary, and which should be replaced by new and the latest improved plumbing and heating systems. Enter any of the older hotels, regardless of its class or reputation, and any plumber will see enough room for improvement that will almost drive him to see the manager and sell him something new. He will be able to find sufficient talking points that every salesman must have along in selling his goods, which will class him as a salesman of experience. That the ultimate health of its guests is being guarded by the hotel management is valuable to the hotel.

Good plumbing is a highly important feature of any hotel accommodation, and the better it is kept the better is the hotel's patronage going to be. It is more than an investment for the hotel, it is good advertising. Its benefits are manifold which a wide-awake man can present to any live hotel management convincingly. And what applies to hotels will apply also to all public buildings with almost equal force, but even more to apartments and residence buildings. Any run-down building commanding a low rent, will be found to have antiquated plumbing and heating systems. And with bad plumbing and heating systems, it will be found that besides bringing low rentals, the tenants are hard to keep, changing frequently, with enough resulting losses to cover the investment in new systems.

This field of replacement is very large and important but requires the sales ability to lead the property owners to understand how they are standing in their own light, how they are standing in the way of good and increased rentals, as well as cheapening the selling price of the property.—Domestic Engineering.

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GTD
PRODUCTS
Taps and Dies
Screw Plates
Reamers
Gages
Pipe Tools
Opening Die Heads
Machine Tools
Threading Machines
Lathes & Screw Machines
Grinding Machines
Cutting Off Machines
Saw Sharpeners
GTD

Why O. K. Screw Plates are Good Sellers

Adjustable Guide Stock

The O. K. Stock, with its adjustable guide, takes the eye of every prospective customer. Handy, light and easily adjustable.

O. K. Dies

are forged from bar steel and provided with spaces in the back for chip clearance to prevent clogging. Your customers will like them.

O. K. Screw Plates

are low in price but high in quality. We stand back of them as solidly as we do all other G T D products. Your jobber has them.

Send for Catalog No. 40 A showing complete line

TRADE MARK REG. U.S. PAT. OFF.
GTD

GREENFIELD
TAP & DIE CORPORATION

Greenfield, Massachusetts, U.S.A.

World's Largest Manufacturers of Screw Cutting Tools

New York 28 Warren St. | Chicago 13 South Clinton St. | Detroit 74 Congress St. W. | Canadian Factory Wells Bros. Co. of Canada Ltd. Galt, Ontario

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WHERE AND HOW TO GET BUSINESS

Where business may be found and how it may be got, is ever the first consideration of the beginner in any line. The master plumber has been placed in the position in which he has had to determine where and how he might get business. There is more than one reason for this. He has taken a changed attitude of the sphere of his activities, and the craftsman of a short while ago, who regarded himself only in the light of a mechanic and workman, now becomes a merchant and business man with a much enlarged field and with continued new openings for his endeavors.

Then in addition the position in a measure has been forced upon him through war conditions, requiring a suspension of building activities during the war, and through conditions of hesitation following the armistice, pending peace and the solution of readjustment problems.

Resulting quite naturally, master plumbers are rapidly adapting themselves to the new conditions, are adopting new tactics and new methods of procedure. Of course one may drag along in his former ways, growing deeper in the rut and yet get by. But sooner or later that rut will wear so deep that he can't see over its sides. Then some day, when his energies run out and his worries kill him, the rut edges may fall in on him and save the expense of a formal burial.

* * *

For some folks are so dead so long that they never need burial—they are never missed anyway. In the world of affairs their neighbors have forgotten they existed. Some have nursed their failing businesses so patiently and so contentedly that they have not taken the energy to clean the dirt from either the windows of their shops or the windows of their visions.

And speaking of windows, it seems to be a sad fact that decay in one's business first shows to the community in the accumulations of dirt in one's shop and show windows. So contented in the condition of slipping and sliding downward that he does not take the time or energy to clean up his own shop and store room. Resigned to the thought that he can go back to the place of the other fellow, who does bid for patronage in keeping clean, who does realize that plumbing shops should above all others teach their community the value and attractiveness of sanitary surroundings, and who should show their customers perfect sanitary systems, if possible. For who can expect to play on the imagination of his prospects, if he does not himself display imagination?

And who can expect even a fired imagination to result in orders, if that imagination is met not with clean displays and inviting merchandise, but with musty shop and desolate, insanitary surroundings? The intelligent prospect knows that dirt is the natural breeding habitat of deadly disease germs. He is trying to get away from these conditions and certainly will not come to such a place seeking relief of them. He could have no confidence in the plumber's ability to aid or relieve his situation.

* * *

It should be the part and duty of members of our craft to teach the principles of home cleanliness and home sanitation, as well as community cleanliness and community sanitation. They cannot preach one thing and practice another any more than the preacher can do so and make a howling success.

One should remember and realize that he has prospects of high intelligence, who understand without the plumber's teaching, and believe in the germ theory of disease, and to whom he need not preach the doctrine of sanitation. These will demand clean and sanitary shops from which they purchase.

The bright, clean, attractive show room and show window should be given first consideration, and they partly answer the question how to get business. Even with such display rooms, which invite and bring in business with the pulling force of a magnet, yet the most final and complete answer to the query where to get business may be found in the command: "Get up, go out and get it."

* * *

Get started now! Keep going. You must succeed, if you will take advantage of every opportunity to develop yourself and your business.

And, when you get started, don't be afraid to ask a good price, not exorbitant, but one that is fair to both your customer and yourself.

If it is your plan to concentrate on business in farming communities, set your mind right from the start that the farmer is well able to pay for needed utilities and home comforts. Remember all of the time you are talking to him that the government has guaranteed him $2.20 for every bushel of wheat that he produces this year. Bear in mind also that the farmer is thinking in big figures, as he must when buying an automobile, tractor, threshing machine or auto-truck.

Make all of your business good business—all of your customers good, satisfied customers—no matter where the business is or who your customers are. Above all keep plugging!—Domestic Engineering.

The Walworth Mfg. Co., Boston, Mass., have purchased the plumbing and heating establishment of the Gauld Co., Portland, Oregon.

Herman Brown, formerly of Martinez, Cal., has opened a plumbing and sheet metal works at Brentwood.

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Favorite Oval Mirror


Cork Top Stool


Climax Medicine Cabinet

SNOW WHITE
WHITE-PYRALIN
BATHROOM SUPPLIES



Only Sanitary Line Made

that appeals at once to your trade, makes customers for you and brings them back again.

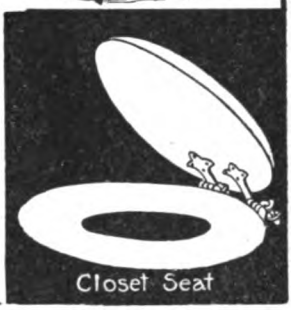
Display these goods and sales will follow.

Non-porous, guaranteed not to chip, crack or flake. Not affected by heat or cold. Only soap and water needed to clean it. A necessity in all high-grade bath rooms, hospitals, hotels, public buildings, etc.

Beware of Worthless Imitations

C. F. CHURCH MFG. CO.
HOLYOKE, MASS.

These goods can be obtained from the LEADING JOBBERS. INSIST ON THEM. If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. Sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and leading jobbing houses.


Closet Seat

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

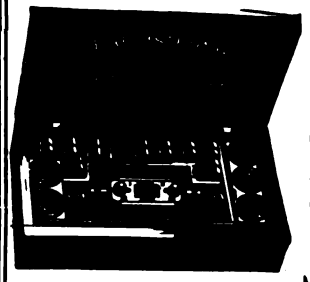
Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.
Pittsburgh, Pa.
38 SOUTH DEARBORN ST., CHICAGO, ILL.
Factory, Oakmont, Pa.



ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

Tools with an Enviable Guarantee.

Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

THE ARMSTRONG MFG. CO.
276 Knowlton St.
Bridgeport, Conn.

In writing the company address Department HW.

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MASTER PLUMBERS OF WASHINGTON ELECT OFFICERS

At the recent convention of the Washington State Association of Master Plumbers, which was held at Yakima, P. J. Lavin, of Seattle, was elected president, George Clark of Yakima, vice-president, and, of course, A. M. Goddard, treasurer; B. M. Richards, Everett, secretary, and James Griggs, of Tacoma, national delegate.

This convention was well attended and was one of the most interesting and helpful that the plumbers of Washington ever held.

OPENS CHICAGO OFFICE

Wm. B. Scaife & Sons Company of Pittsburgh announces the opening on July 1 of a Chicago sales and engineering office at 38 South Dearborn Street, with Charles F. O'Hagan, formerly chief engineer of the company at Pittsburgh, as resident engineer and manager.

This company is the oldest manufacturing concern west of the Allegheny Mountains. During the more than 100 years since their business was founded, they have from time to time, as conditions arose, added to their manufacturing facilities. They now manufacture black or galvanized, riveted, brazed or welded steel tanks for air, gas and liquids, steel shipping drums, range boilers, steel structures, also the well known We-Fu-Go and Scaife Water Softeners and filtering equipment.

Few men in business actually appreciate the advertising value of their display window. If they did, they would take pains in arranging it and give more thought in advance to the goods to be shown and the properties necessary to set them off to advantage.

WESTCO PUMPS

The California Pump Co., Sacramento, Calif., western distributors for the Western Pump Co., are calling attention to Westco Pumps and Westco Pneumatic Water Supply Systems, which are built to meet every demand for highly efficient and economical pressure water supply systems.

These provide the most simple, efficient, and dependable automatic water supply service, and with their combined simplicity and effectiveness they are also lower in first cost, cost less to install and maintain, cost less to operate. They are thoroughly dependable at all times.

Westco Pneumatic Water Systems are made in sizes to take care of country and suburban homes, farms, estates, or any building requiring independent water supply service, as well as for town and village supply.

The California Pump Co. will be glad to give descriptive matter to any of our readers upon request.

Harold Tulley has opened a plumbing shop at Beaumont, Cal.

A WISE WOMAN

One of our Kentucky subscribers sends us this:

A negress having obtained permission from the proprietor of a store to use the phone, the following ensued:

I wants nine-fo-two Blue, please, miss.

Ma'm?

Yes'm, nine-fo-two Blue.

Is that the Kintucky Life Insu'ance Comp'ny?

I wants to talk to Mistah Bell, the superintendah.

Is that you, Mistah Bell?

This is Ma'y Foley talkin'.

Ma'y Foley—Buck Foley's wife.

I lives down in Ca'ter Alley, 'twix' Harrison an' Pearl.

You-all wuz down my house yistiddy tryin' to insure my ol' man.

Yes, suh, Buck Foley.

How much it cos' me to insure that niggah?

Twenty-fi' cents a week?

How much he get ef he git sick?

Fo' dollahs?

How much he git ef he die?

He don' git nothin'?

Well—who gits de money, den?

Who?

Benny Fisher!

No suh—this is Ma'y Foley, Buck Foley's wife, talkin. I don't know no niggah name' Benny Fisher.

How come Benny Fisher gits my husban's money?

Yo're wrong, Mistah Bell. My name's Ma'y Foley. Nobody nevah did call me Benny Fisher.

Oh! Now I gits you. Dat's whut de comp'ny calls me, benny fishy!

An' you say dat I can git seventy-fi' dollahs in case he die?

Well, c'n I take two policies on dat niggah?

No, suh, he's well.

He's all right.

He's been back fum France three weeks, an' de las' time I saw him he wuz runnin.'

Wuz you down to ouah house dis mawnin', Mistah Bell?

Well, anyhow, dey wuz two gen'lmans down there with two dawgs lookin' fo' him.

I wish you'd gimme two policies on him, Mistah Bell.

You caint?

Well, den, I sure wants one.

Well, suh, he's been bootleggin' some sence he been back, an' someun said he got in a li'l' trouble las' night, an' this mawnin' I heerd de she'iff is daid.

James Roches Co., Colusa, Cal., who do a general tinning and plumbing business, reports a very satisfactory season and a good outlook.

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FAULTLESS QUALITY
MK
PROMPT SERVICE

M. L. KLINE

Plumbing, Heating, Mill and Steam Supplies

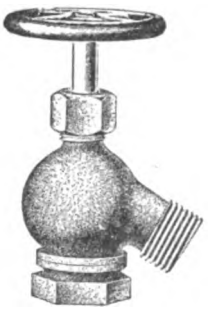
Exclusive Agents for
The William Powell Company
Valves and Specialties

30 Years Wholesaling in Portland

84-86-87-89 FRONT ST.

Garden Hose Valves
OF
Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

TAY SELLS PIPE FITTINGS VALVES PUMPS

GEORGE H. TAY COMPANY
SAN FRANCISCO
MISSION & SECOND STS.
TELEPHONE DOUGLAS 2240
OAKLAND
TENTH & HARRISON STS.
TELEPHONE LAKESIDE 4200

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TAKING PRECAUTIONARY MEASURES IN ADVANCE OF NEEDING MONEY

In business, even as in love affairs, "There is many a slip 'twixt the cup and the lip," and it is these slips which are so likely to put people into unexpected and embarrassing positions.

For this reason it is always wise to exercise far-sighted self-control and to take protective precautionary measures insofar as possible, in order that "slips" may not lead to unexpected and disastrous consequences.

It is a significant fact that successful business men never run any risks which they can avoid, and spare no pains to protect themselves at every point against disappointment and loss.

A young man who had gone into a retail business, confident of success, had purchased a stock, as he supposed, with great care. He looked over the stock, talked with the wholesalers and jobbers who furnished the supplies as to how the store bills had been taken care of, he walked over the territory to see what area he could draw from, looked through the books, thought the matter over a couple of weeks, made a few more inquiries here and there, and finally bought for a flat figure. His father had furnished the money which he invested, and the young chap honestly believed he had made painstaking investigation.

A couple of months later, he found himself in need of an additional $125 to finish out a payment on some stock. In the bank at which he did business he carried a savings department account of a little over a thousand dollars, which represented small accumulations and gifts from childhood, and which he did not want to disturb.

Great was his chagrin and surprise when the bank asked for a consignment of this bank book as collateral security for the loan. He was indignant, but he found that stable institutions did not propose to run any risks.

Later on, the business not being as successful as he had hoped, he decided to sell out. He was exceedingly astonished again to find the care with which others who had the money went into the details of the concern. Some who would have bought without this precaution only had a small amount to pay down; but the most hopeful prospects in point of cash were those who insisted on a disinterested inventory and a careful accounting of bills payable and accounts receivable. It was a lesson worth the loss in dollars which he took, just to learn how to buy a business.

Furthermore, he gained a tip from the man who bought him out in the way in which he established a line of business credit. Before his successor opened up a bank account, he went to the head of a nearby institution, made a frank statement of what he hoped to do, gave references, and filled out the necessary blanks which were presented to him, requesting the granting of a $5000 line of credit. A few days later the newcomer was called into the banking institution, greeted cordially, and addressed much as follows:

"Mr. Brown, we have gone into the matter thoroughly of the credit which you request, and we are anxious to help you get established here and to have the benefit of your business. Our directors feel that a $5000 line of credit is a little more than the circumstances warrant, but they are very glad to grant you a $3000 limit."

Mr. Brown thanked them and later said to our young friend who was selling out:

"Three thousand dollars is all I need. I do not want to borrow any money now, nor do I know when I shall, but the time may come when I need some cash quickly to make some purchases to good advantage, to discount some bills, or to make a sudden business turn. If I had wainted until that moment to establish my line of credit, there would have been delay and less likelihood of my getting it, for once they had my business, there would be no particular object in doing their utmost to win my patronage.

"I argued, too, that if I wanted a $3000 line, it was better to ask for $5000, and the chances were that $3000 would be given. Events have proved I was right. Now when I want money, all I have to do is to write a note within the given limitations, present it, and I can receive without question the accommodation I wish at a fair rate per cent, for thirty, sixty or ninety days, as the need may be."

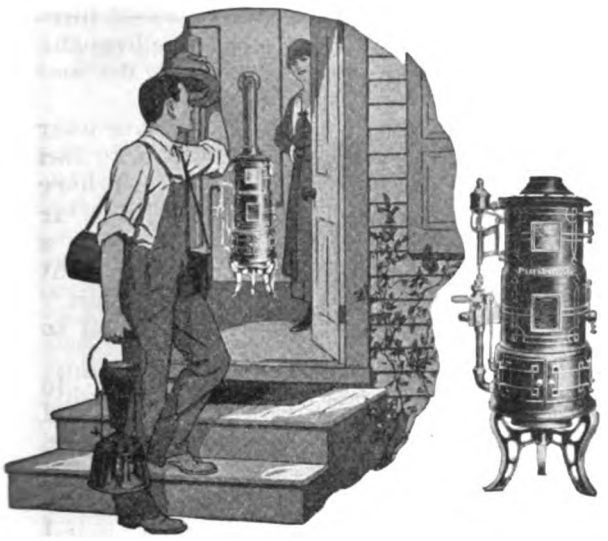
Our young friend thought ruefully of his ignorance which had led to the embarrassing situation of having to put up $1000 security for the loan of $125. Mr. Brown was preparing to prevent "slips" by wise foresight.

Some men are so outspoken that they express themselves over freely and give offense. A case of this kind comes to mind where a man, just on the point of selling and who thought that his sale was assured and the arrangements practically completed, took occasion to tell a wholesaler and a business associate what he thought of them in no measured terms. The sale fell through and the strained relations which had resulted from the unwise explosion of words made the carrying on of the business in a satisfactory manner exceedingly difficult.

Far-sighted self-control is an essential element in successfully preventing "slips between the cup and the lip." Know what you are doing, what you want to do, and how to do both!

H. E. Gates, a plumber of Brawley, Cal., has moved into a new location to give him better facilities for displaying his stock. He reports business as being very good.

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No Returning to the Job

YOU never see the Pittsburgh Water Heater again, after you have installed it. You slip a nice liberal profit into your pocket and feel sure that there will be no returning to the job to eat up that profit.

It takes no more time or selling effort to sell a Pittsburgh, with greater profit, than it does to sell an ordinary heater with less profit. And you are always sure of a Pittsburgh giving the utmost satisfaction.

Pittsburgh Water Heaters

are made by the oldest and largest manufacturers of gas-burning water heaters in the world. There's not a hot water requirement, small or large, that we can't meet—and at the right price.

Merchant plumbers would do well to make the acquaintance of our Sales Promotion Department. You'd be surprised at the amount of help we can give you in building up this line of your business.

Many plumbers think that the installation of gas-burning water heaters should be left to the company supplying the gas. This is wrong and they thereby lose the profits from such installations. Write us today for descriptions of our automatic and tank water heaters. Add them to your line. Push them and watch your business grow.

PITTSBURG WATER HEATER CO.
Pittsburgh, Pa.



Hygieno

the closet with talking points

The Hygieno Closet has more talking points than any other closet. It's fast shoving the old-fashioned, high closet bowl into oblivion.

The Hygieno Closet Bowl enables the body to rest in a natural position because it is only thirteen inches high—three inches lower than the old-fashioned closet.

This position flexes the thighs against the abdomen—prevents rupture from straining, and enables the bowels to be rapidly and completely emptied.

There are three types of Hygieno Closets, all of which are silent in operation.

Hygieno—the noiseless closet of the most modern type. Hygieno De Luxe—the all white closet which is similar in action, but has every bit of metal concealed. Hygieno Junior—an efficient, good looking, low priced closet.

PACIFIC
PLUMBING FIXTURES

For Sale by all Jobbers

Main Offices:
67 New Montgomery St., San Francisco
Factories: Richmond & San Pablo, Cal.
Branches: Los Angeles, Salt Lake City, Portland

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A MISLEADING NOTICE TO THE TRADE

(Copyright by Elton J. Buckley)

The following letter to me, and the notice which it inclosed, is a fair example of the many such notices which have been sent broadcast to wholesale and retail buyers during the last year:

The Letter

We wish to call your attention to the attached notice from ———— & Co. This firm has not had an enviable record in filling orders the past year nor in keeping free from mistakes. Orders have been filled erroneously, short, etc., just the same as with other people. Yet they have issued a statement here to the effect that if shipments are accepted short of what is enumerated on invoice the loss will be the purchasers. We contend that if we receive a shipment from them invoiced as twelve dozen and there are but ten dozen in the package, they will be responsible for the other two dozen, unless there was visible evidence of the package having been opened and part of the contents taken therefrom. We feel that ———— & Co. should not make a statement of this kind, as they cannot legally hold a purchaser to it.

The notice which inspired the above is as follows:

New York, N. Y.

To Our Customers:

On all orders placed with us, material is sold f. o. b. point of shipment.

The material becomes your property upon delivery of goods to the transportation company, and we cannot be responsible for loss, damage or delay in transit. Your recourse is with the transportation company and not with us.

If goods arrive in bad condition, before receipting for them, require the station agent to note same on the freight receipt, then make your claim on the transportation company.

If you accept shipments short of what is enumerated on our invoice, or in bad condition without proper notation on freight receipt, the loss will be yours.

Every assistance in our power will be cheerfully rendered you to trace and recover lost goods and collect damages.

Thanking you for your patronage, we are,

Very truly yours,

———— & Co.

The author of the above may not have intended to create an untruthful impression, but as worded, it is bound to do so. The law may or not be as this notice states it to be; it depends entirely on the facts. Decidedly it is not so in all cases.

For instance, let us suppose that a jobber has an order for ten dozen of something and through an error, or through a desire to take fraudulent advantage of the above notice, but eight dozen are packed. The goods of course arrive that much short, and if the above notice correctly states the law, the consignee, if he accepts them that way, will have to pay for ten dozen.

Of course this is not the law. Where goods are short when received, the fault of course lies either with the shipper or the railroad. In order to throw it on the railroad, the shipper must be able to show that when he delivered the consignment to the railroad, the goods were all there and all right. Naturally, if the cause of the shortage was the shipper's failure to pack all that the order called for, he cannot rid himself of his responsibility merely by telling the consignee, "if you accept them short, the loss is yours."

But if this notice is intended to cover only cases where the goods, when delivered to the railroad, were all there and all right, and where the shortage or the damage took place after that, it correctly states the law this far, viz.: when it states that title passes to the buyer upon delivery to the railroad, and that the shipper cannot be responsible for loss, damage or delay in transit. That, as I have before explained, is the law. Where goods are sold f. o. b. shipper's station, the goods pass to the ownership of the buyer the minute they are delivered to the railroad, and all responsibility for loss or damage passes from the shipper. After that it is between the buyer and the railroad.

But even so, it is not the law that "if you accept shipments short of what is enumerated on our invoice, or in bad condition without proper notation on freight receipt, the loss will be yours." The loss is on him who caused it, usually the railroad, and the consignee's acceptance of short or damaged goods without noting it on the receipt does not debar him from going after the railroad. Very often the consignee doesn't know of loss or damage when he signs the freight receipt.

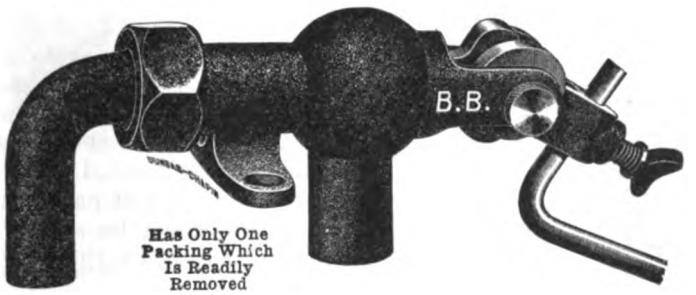
It is wholly unlawful for a buyer of goods f. o. b. seller's station, when they arrive short or damaged, to refuse to pay for them. The seller can in every such case make him pay for them.



Recently a great industrial rally, under the auspices of the Chamber of Commerce, designed to call attention to Los Angeles-made products. One of the leading features of the week was a great industrial parade, in which appeared 316 floats, representing all the manufacturing industries of the city. The picture shows the float of the Whiting-Mead Commercial Co., manufacturers of heaters and plumbing supplies. Crated bath tubs formed the chief display, but there were also shown sheets of wall board and plumbing supplies.

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YOU GET THE SIMPLEST AND BEST COCK EVER MADE when YOU SPECIFY **B. B. HIGH PRESSURE BALL COCK**



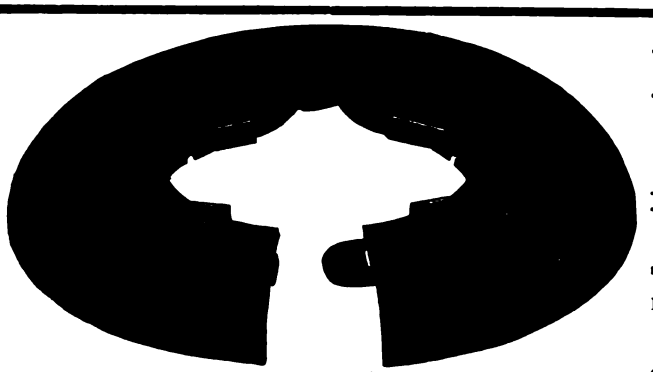
Has Only One Packing Which Is Readily Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Plimpton St., Waltham, Mass.



No. 10 Steel ¼" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.
Largest and Oldest Plate Company in the World.

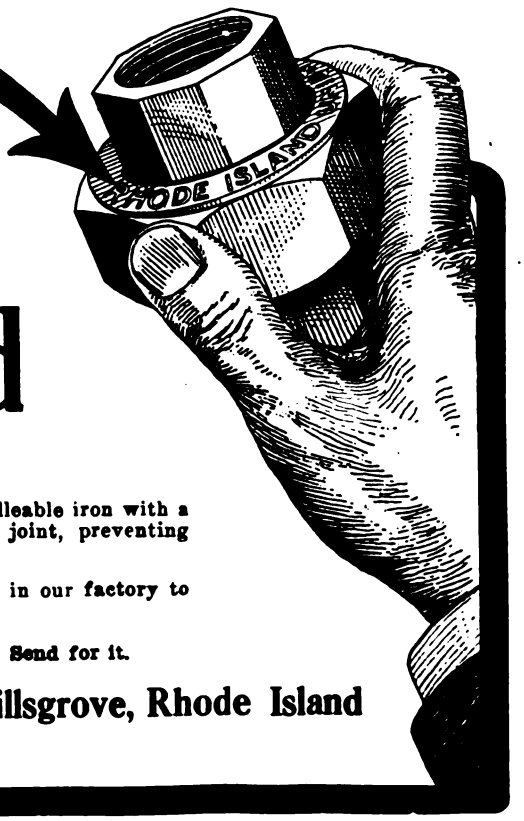
Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St. San Francisco, Cal.

GAS or OIL or WATER or STEAM

is *absolutely safe* where

Rhode Island

UNIONS are in use



The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island

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The Gogetems and the Waitforems

You Belong to One of These Families

(By Harry Gale Nye)



THE plumbing business of the United States is controlled by just two families—the Gogetems and the Waitforems. Just as the Goulds and Vanderbilts once controlled all the American railroads (now-a-days nobody seems to control them), so the Gogetems and the Waitforems hold the plumbing trade in the hollow of their hands, or heads, as the case may be.

And it doesn't matter whether your name is Smith or Brown, Peterson or Rozinskie, you belong to one or the other of those two families. You can put any name you like over the door—you can call it the "Ideal" Plumbing Co., or the "Rawdeal" Plumbing Co.—but the name of one of those families is written all over the place.

There are different schools of plumbing and merchandising and advertising, just as there are of art and literature and music. Some music belongs to the Wagner school and some to the school for the deaf, dumb and blind.

Some of the plumbing shops belong to the school that believes in making itself heard, and some of them have their foot on the soft pedal all the time.

The Gogetems School of Plumbing

believes in finding a plumbing job or making one. It begins to go get 'em with the shop itself. There is some sort of a show-window, and it is washed once a month, anyway, so that the public may not have to see through a glass darkly.

There is some neat, checkerboard-looking linoleum on the floor of the show window, and on it is displayed a full-rigged bathroom or a corner of a kitchen or something. The tub looks so attractive that it makes even a passing I. W. W. (which means "I won't wash") want to take a bath.

The kitchen sink looks so handy that it makes the man who hasn't provided his wife with the kitchen conveniences want to go home and beat her up for making him feel so conscience-stricken.

This is old stuff—telling the plumbing trade that a well-arranged window is the best advertisement. Yet there are a lot of fellows who never seem to have heard of it. Probably none of them are readers of this well-known family paper, but just for fear they are (or rather for fear some of the aforesaid readers may not have heard about it) we mention the value of the window here.

If the window is neat, there is no reason why that rule might not extend to the whole shop. Of course it need not apply to the workshop, for some plumbers couldn't work if they didn't have a lot of loose pipe rolling around the floor to fall over and cuss over. But that part of the shop that admits the public can be swept up once in a while, even mopped up, without driving away any of the trade.

The Too Busy Excuse

Of course you may say that you are too busy to keep your shop looking like a parlor, but we don't believe it—because if you run that kind of a shop you are not busy. You may think there are only two kinds of people in business—the busy and the not busy—but there are three; the not busy, and the busy, and the fellows who just think they are busy. And most of the extra things that are done are done by the busy men and most of the things that are left undone are left undone by the fellows who just think they are busy.

Having a good looking shop, the members of the Gogetem family don't merely wait for it to attract trade. That may be the way for a sheet of fly-paper to do business, but it is a poor way for a plumber.

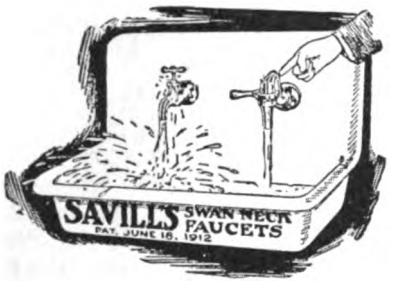
The Gogetems go out and talk business. A man from a Gogetem shop never goes out on a job without suggesting to the housewife or the building owner how this might be improved or that modernized. That kind of talk sorta works in. Then someday the housewife drops in and asks, "How much would it cost to raise my sink?" or "what would it cost to put in a new tub?" And sometimes she doesn't ask how much it would cost, but what would be best.

And the Gogetem keeps his ear to the ground. He is in touch with the real estate men and the minute some citizen thinks "house" Gogetem mails him a letter that says "plumbing." It takes a little time, effort and postage, but so does making love to a girl. Most men are willing enough to do it for the girl; and yet, taking it by and large, a nice little plumbing job will often pay the better profit.

As for the Waitforem family, it doesn't need any particular discussion. It must have been a member of the Waitforem family who ran a grocery store somewhere. One day he was sunning himself on the front stoop of the store when a little girl mounted the steps timidly and said, "I want a pound of butter."

The merchant uncrossed his legs, put down his pipe, got up and said: "Gosh, all hemlock! Four places in this town where they sell butter, and she has to come to me!"

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OVER 1200 PHILADELPHIA PLUMBERS

ARE USING AND SPECIFYING

SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

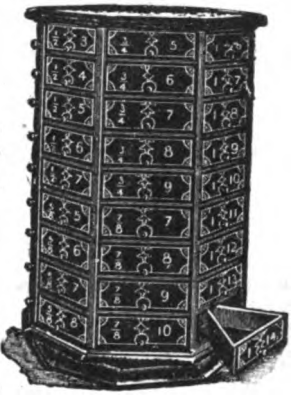
THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.



Revolving Cabinets

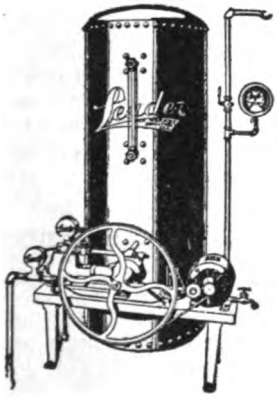
PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.
Dayton, Ohio



TRADE Leader MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.
853 Folsom Street
San Francisco, California
Sole Distributors

"SAMSON" BENCH PUNCH



The Machine Appliance Corporation, 352 Jay Street, Brooklyn, New York, has brought out the "Samson" bench punch No. 3 which provides an easy and quick means of perforating sheet metal, paper, fabrics, woven wire, fibre, etc., for the tinners, machinists, sheet metal workers, automobile or other trades allied thereto.

Interchangeable punches and dies are easily inserted, the maker states, in the following manner: (1) Remove one of the cotter pins and drive out the half-inch link pin which runs through the punch-holder. The punch-holder can then be raised through the top of the frame, the punch removed and another size inserted. (2) Unscrew the small set screw which holds the die, and remove the die between the jaws. In setting the press on the bench two ¼-inch lag screws will suffice to hold it firmly in position. Holes are provided in the base for this purpose. To assure stable setting it is necessary to see that the surface of the bench is true.

Users should note particularly the necessity of providing a hole in the bench at least ⅝-inch diameter and directly under the center line of the punch and die to allow the easy release of perforation and prevent clogging of the dies.

The bench punch is finished in black, has a throat opening of ¾ inch and a depth of 3 inches. Its maximum margin to the hole center is 2¼ inches. The base of the device measures 3½ x 9¼ inches and its weight is 20 lbs.

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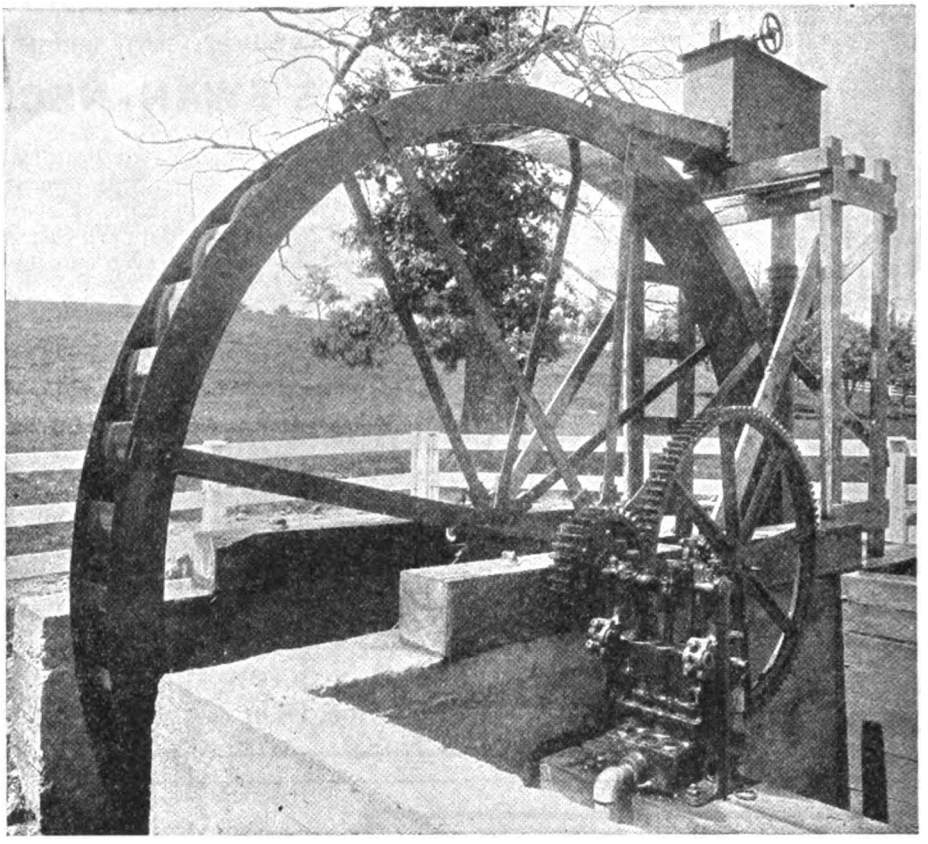
A WATER SYSTEM THAT RUNS ITSELF

Combination of Water Wheel and Pump Supplies Big Estate

In the famous Green Spring Valley, near Baltimore, Maryland, is the beautiful estate of Mr. Stuart Olivier, known as "Five Farms." The accompanying view of the mansion prepares one for the perfect equipment to look for on this country place.

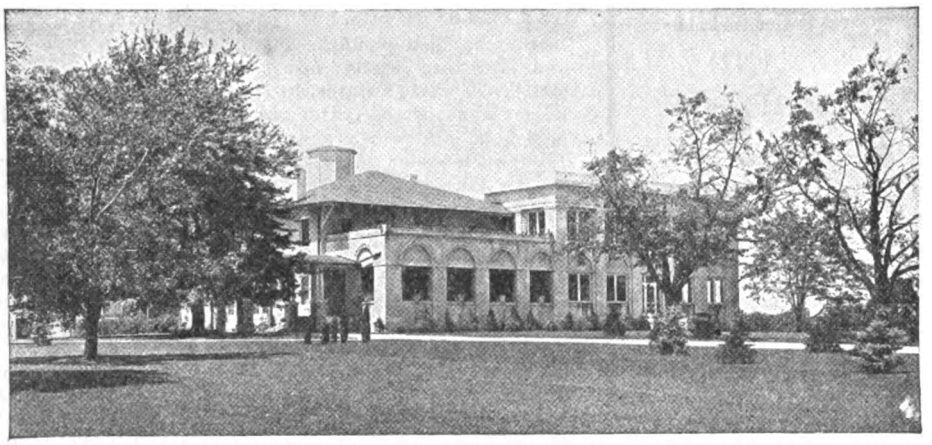
Perhaps the water supply is more important to the maintenance of the beauty of "Five Farms" than any other one thing. At any rate, its liberal supply of water adds greatly to the attractions of the estate and makes possible the swimming pool, duck pond, lily pond and other much appreciated luxuries. And of course there is an abundance of pure running water available for the mansion, outbuildings and tenant houses.

The water is supplied by a modern steel overshoot waterwheel, combined with a three-cylinder pump. The Fitz I-X-L Steel Overshoot Waterwheel is twelve feet high with a face diameter of one foot. The shaft of the wheel is geared directly to a 2"x3" Fig. 1009 Goulds Triplex Pump. The counter shaft and back gear have been removed so that the drive is made direct on the crank shaft of the pump. This makes an exceedingly simple and satisfactory connection.



A Fitz I-X-L Steel Overshoot Water Wheel Direct-Connected to a Fig. 1009 Goulds Triplex Pump.

The stream of water which drives the waterwheel is surprisingly small. It is carried to the waterwheel through a 5-inch cast iron pipe, without a bit of pressure. This tiny stream of water drives the water wheel 24 hours a day and every day in the year. The waterwheel in turn drives the pump. This outfit delivers a continuous flow of from three and one-half to four gallons of water per minute to the main storage tank. This storage tank is located 1500 feet away and at an elevation of 147 feet above the wheel. The wheel is allowed to run all the time; it requires no attention except for an occasional oiling. Although in constant operation for about three years, it has not cost its owner a single penny for repairs.

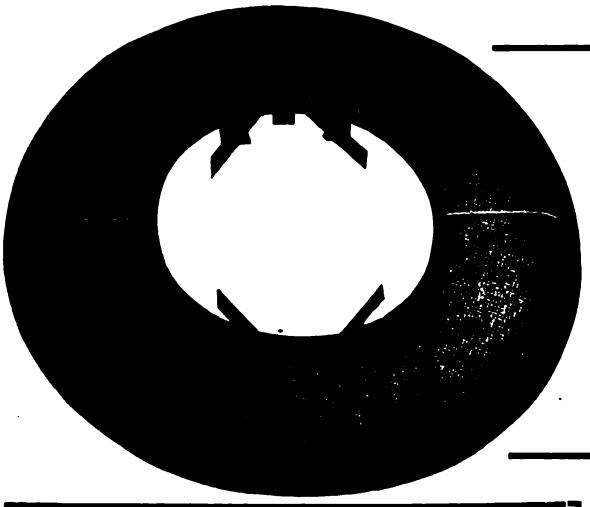


The Country Home of Mr. Stuart Olivier, Whose Entire Estate Is Supplied With Water by a Waterwheel Pumping Plant.

This automatic water plant supplies all the water needed for the big mansion shown in the illustration, a large stable and four tenant houses. In addition the overflow is used to supply a swimming pool, a lily pond, a duck pond and the pheasant pens. The water is first pumped to the high tank. From there the excess is allowed to run into another tank at a lower level, which has a capacity of 10,000 gallons. From this secondary tank the water is distributed direct to the various ponds.

On nearly every estate there is a small stream that could be harnessed to such a pumping plant. The first cost is practically the only cost, as there is no outlay for fuel, labor or repairs. Such a plant is also decidedly picturesque, retaining the charm of the old-fashioned water wheel while multiplying its efficiency.

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THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

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NEW BRITAIN, CONN.

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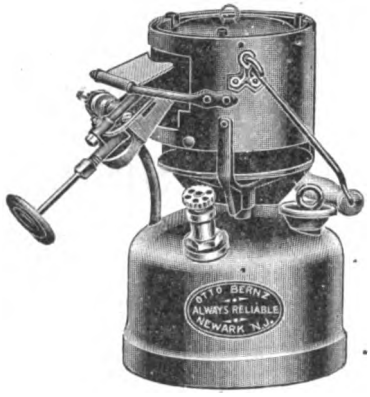
No. 32 Torch
List Price.
Each $16.00
Ask for
Discount

The C. & L. No. 32 Torch

is the Torch which the Best Mechanic buys because he knows that, with it, he can do better work in less time than with any other make, and with a fuel saving that will, in a short time, save him the cost of his Torch. The best material money can buy is used in its construction and the stock is made by experts skilled in the line. The best is always the cheapest in the end. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

Your Time Is Worth Money



Patented.
No. 50 Furnace, 1 gal.
No. 60 Furnace, 9 pts.

You, therefore, cannot afford to be bothered with anything but the best tools made. You should consider quality and merits first, especially when the best tools cost no more than the others.

The above statement applies to all tools used by mechanics. It is especially true about furnaces and torches. We offer for your use the "Always Reliable" line, which is fully guaranteed as to quality and workmanship. Furnaces and torches bearing this trade mark are fitted with many patented features and are considered the most practical on the market.

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COIL FURNACE
For Gasoline
Drawn Steel Tank
Automatic Spring
Valve
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TRADE HOT BLAST MARK

Torches and Furnaces

You will profit by our catalog.

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WHAT'S YOUR ANSWER?

THE **DEMAND** for **ALUMINUM COOKING UTENSILS** far **EXCEEDS** the **SUPPLY**—You Dealers know that you should have considered this months ago—and now your shipments are held up because the other fellow had just a bit more foresight than you and is now getting **ALUMINUM WARE** while you will have to wait.

THREE FACTORIES ARE KEPT BUSY MANUFACTURING "LIFETIME" COOKING UTENSILS for thousands of dealers all over the United States—the Western trade has been fortunate to have the Oakland, California Plant No. 3 of the Aluminum Products Co. so near at hand to fill the demand for **"LIFETIME" WARE. WE HAVE INCREASED OUR CAPACITY—ADDED LARGE POWERFUL STAMP PRESSES AND SPINNING MACHINES—BUILT A MODERN FOUNDRY FOR CAST ALUMINUM WARE—BECAUSE THE WESTERN TRADE DEMANDS THE BEST PURE ALUMINUM COOKING UTENSILS THAT CAN BE MADE—THAT'S "LIFETIME" WARE.**

Backed by an acknowledged reputation for full capacity and standard weight in every utensil and giving the trade better merchandise for their investment.

PLACE YOUR ORDER NOW FOR FUTURE REQUIREMENTS
IT WILL FACILITATE DELIVERIES

ALUMINUM PRODUCTS CO.

LA GRANGE, Illinois. Plant No. 1.

Of the Pacific Coast
OAKLAND - CALIFORNIA
Plant No. 3.

LEMONT, Illinois. Plant No. 2.



No. 71 Fire Pot. List Price Each $27.20
Ask for Discount.

SERVICE

The No. 71 Fire Pot—THE HOTTEST FIRE POT MADE—will give Satisfactory Service to all users. It is Smokeless, Odorless and Noiseless. It has a heavy gauge seamless drawn steel tank, reinforced, making it extra strong and durable. The burner is circular in form, having two flames that burn from the outside to the center, producing a steady blue flame of the greatest heat possible to obtain from gasoline gas. Try it and you will be pleased. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.,
Detroit, Mich., U. S. A.

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IF IT IS MADE FOR A STOVE RANGE OR FURNACE

You Can Get It at the

Largest Stove Repair House in the Northwest

THE SPOKANE STOVE & FURNACE REPAIR WORKS, Inc.

912-14 First Avenue **Phone Main 1790**
SPOKANE, WASHINGTON

WRITE FOR OUR ORDER BOOKS

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic	Black	Box. Smkls
Blank Rim Fire—		
22 Short	$ .20	$ ...
32 Short	.40	...
Blank Center Fire—		
32 S & W	.65	...
38 S & W	.80	...
38 Long Colt	1.35	...
44 W C F	1.65	...
Shot Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot Center Fire—		
32 S & W	1.10	...
32 W C F	1.45	...
38 S & W	1.30	...
38 W C F	1.65	...
44 W C F	1.65	1.90
44 X L	1.80	2.05
44 Game Getter	1.65	1.90
Rim Fire, Ball—		
BB Caps	...	.40
CB Caps	...	.50
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.40	.45
22 Long H P	.45	.55
22 Long Rifle	.40	.50
22 Long Rifle H P	.45	.55
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	...	.65
22 Win Auto, H P	...	.70
25 Short Stevens	.70	...
25 Stevens	.90	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.10	...
38 Long	1.15	...
41 Short	1.10	...
Center Fire Pistol—		
22 Win SS	1.45	1.65
25 Colts Auto	...	1.60
25-20 Single Shot	1.75	2.05
25-20 Win	1.55	1.80
25-20 Win HV	...	2.00
7.63 MM-Mauser	...	2.40
7 65 MM-Mauser	...	2.40
9 MM-Luger	...	2.60
32 Colts Auto	...	1.70
32 Colts Short	1.10	1.20
32 Colts Long	1.25	1.35
32 Colts Police Positive	1.25	1.35
32 S & W	1.10	1.20
32 S & W Long	1.25	1.35
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.00
35 S & W Auto	...	1.75
38 Colts Auto	...	2.50
38 Colts Short	1.35	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.35	1.50
38 S & W	1.35	1.50
38 S & W Special	1.60	1.75
38 Winchester	1.85	2.30
41 Colts Short DA	1.45	1.65
41 Colts Long DA	1.75	1.90
44 Bull Dog	1.50	...
44 S & W Amer	1.90	2.15
44 S & W Rus	1.90	2.15
44 S & W Special	2.15	2.30
44 Webley	1.65	...
44 Winchester	1.85	2.30
45 Colts	2.15	2.35
45 Colts Auto	...	2.85
Center Fire Military and Sporting—		
22 Savage	...	1.60
250-3000 Savage	...	1.75
25-21 Stevens	2.30	...
25-25 Stevens	1.90	2.85
25-35 Winchester	...	1.40
25-35 Short Range	...	1.40
25-36 Marlin	...	1.40
25 Remington Rimless	...	1.40
6 MM U S N	...	2.10
7 MM Spanish Mauser	...	2.10
7.655 MM Bel Mauser	...	2.10
8 MM Mauser	...	2.10
9 MM Mauser	...	2.30
30-30 Winchester	...	1.60
30 Remington Rimless	...	1.60
30 Government Rimless	...	2.30
303 Savage	...	1.60
32 Remington Rimless	...	1.60
32-40 Winchester	1.20	1.35
32-40 Winchester H V	...	1.60
32 Winchester Slf Ldg	...	2.80
32 Winchester Special	...	1.60
33 Winchester	...	2.10
35 Remington Rimless	...	1.75
35 Winchester	...	2.30
35 Winchester Slf Ldg	...	2.90
351 Winchester Slf Ldg	...	3.30
38-55 Winchester Lead	1.45	1.75
38-55 Winchester HV	...	1.95
38-56 Winchester	1.45	1.75
40-60 Marlin	1.50	...
40-60 Winchester	1.50	...
40-65 Winchester	1.50	1.75
40-70 Winchester	1.55	...
40-72 Winchester	1.55	1.80
40-82 Winchester	1.55	1.80
401 Winchester Auto	...	1.70
405 Winchester	...	2.50
45-60 Winchester	1.55	...
45-70-405 Government	1.55	1.80
45-75 Winchester	1.55	...
45-90 Winchester	1.65	1.80

SHELLS, LOADED—

Winchester Repeater or Remington U. M. C. Nitro Club—	
12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot	$1.35
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot	1.35
3¼ drs. x1⅛ oz., 26 grs. x 1⅛ oz., drop shot	1.35
3¼ drs. x 1⅛ oz., BB shot, drop shot	1.35
3¼ drs. x Buck shot, drop shot	1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot	1.15
2¾ drs. x ⅞ oz., BB shot, drop shot	1.20
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot	1.15
Winchester Leader or Remington U. M. C. Arrow—	
12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot	1.40
3½ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot	1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot	1.30
20 2¼ drs. x ¾ oz., chilled shot	1.25
2½ drs. x ⅞ oz., chilled shot	1.35
Trap Loads—	
12 3 drs. x 1⅛ oz., 7½ chilled	1.35
3½ drs. x 1⅛ oz., 7½ chilled	1.40
Black Powder—Loads—	
12 3¼ drs. x 1⅛ oz., drop shot	1.05
Caps and Primers—	
Percussion	.20 ...
Musket Caps	.25 ...
Primers, 100 in box	.35 ...
Primers, 250 in box	.80 ...
Empty Paper Shells—Black Pow.—	
12, 16, 20, Ga. per 100	1.50
10 Ga. per 100	1.65
For Smokeless Powder, Repeater or Nitro Club Target and High Gun—	
12, 16, 20, 28 Ga. per 100	... 1.80
10 Ga. per 100	... 2.10
Leader or Arrow Ideal and Premier—	
12, 16, 20, 28 Ga.	... 2.30
10 Ga. per 100	... 2.40
Empty Brass Shells—	
Best qual. 12, 16, 20 28, Box 25	... 2.75
2nd Qual. 12, 16, 20 28, box 25	... 2.10
Wads—	
Cardboard, box 250	... .20
Black Edge, Reg., box 250	... .50
Black Edge, ¼ in., 125 in box	... .40
Black Edge, ¼ in., 250 in box	... .80

ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, $3.75 each; No. 30, 4½ White, $3.75 each; No. 231, 3½ Sierra, $3.25 ea.; No. 231, 4 Sierra, $3.25 ea.; No. 231, 4½, Sierra, $3.25 each. Railroad, No. 30 B, White, $4.00 each; No. 30 B, 5½ White, $4.00 each; No. 233, 5 Sierra, $3.50 each; No. 233, 5½ Sierra, $3.50 each. Ship, No. 44, 4 White, $4.25 each; No. 44, 4¼ White, $4.25 each; No. 44, 4½ White, $4.50 each; No. 45, 4½ White, $5.00 each; No. 45, 5 White, $5.00 each; No. 235, 4 Sierra, $3.75 each; No. 235, 4½ Sierra, $3.75 each.

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25.

ANVILS—Vulcan No. 2, 20-lb., $8.50; No. 3, 30 lb., $9.50; No. 4, 40-lb., $11.50; No. 5, 50-lb., $13.00.. No. 6, 60-lb., $14.50; No. 7, 70-lb., $16.00; No. 8, 80-lb., $17.50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35½c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

ASBESTOS—
Mill board, 30c lb.; Cut, 35c lb.
Paper, 30c lb.; Cut, 35c lb.
Wicking, ½-lb. balls, 65c each.
Wicking, 1-lb. lots, $1.25.
Cement, per sack, $7.25; per lb. ... 10c

AUGERS—Greenlee Carpenters Nut, No. 57.

Size	½	⅝	¾	⅞	1	1¼
Each	$1.00	$1.00	$1.15	$1.35	$1.85	$1.65
Size	1½	1¾	2	2½	3	
Each	$2.00	$2.35	$2.65	$4.00	$8.00	

Greenlee Ship.

16ths	8-10	11-12	13	14	15	16
60 each	$1.60	$1.75	$1.75	$1.85	$1.95	$2.00
62 each	1.95	2.00	2.00	2.15	2.20	2.25
16ths	17	18	19	20	21	22
60 each	$2.15	$2.25	$2.30	$2.40	$2.50	$2.50
62 each	2.50	2.65	2.60	2.80	3.15	3.15
16ths	23	24	25	26	27	28
60 each	$2.85	$3.00	$3.30	$3.45	$3.75	$4.10
62 each	3.50	3.60	3.65	3.75	4.10	4.40
16ths	29	30	31	32		
60 each	$4.40	$4.70	$5.00	$5.35		
62 each	4.70	5.35	5.95	6.25		

AXES—Boys' Handled, Blue Wing, $2.50 each; Pacemaker, $2.00. Hunters, 670, $1.50 each; 671, $1.50 each; 672 $1.65 each. Boy Scout, 655 S, $1.85 each; 655, $1.50 each; 50 S (Sheaths), 50c each. Double Bit Unhandled, Dreadnaught, 3-4, $2.75 each; Dreadnaught, 3½-4½, $2.75 each; Dreadnaught, 4-5, $2.75 each. Double Bit Handled, Tuff Temper, 3-4, $3.25 each; Tuff Temper, 3½-4½, $3.25 each;

(Continued on page 177)

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New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

60, 10, 10, 7½ & 2½.

Same as { 55, 20, 10, 7½ & 2½. / 50, 20, 10, 10, 7½ & 2½. / 40, 40, 10, 7½ & 2½. / 40, 35, 10, 10 & 7½. / 40, 33⅓, 10, 10, 7½ & 2½. / 40, 25, 20, 10, 7½ & 2½. / 37½, 20, 20, 10, 10, 7½ & 2½. / 35, 25, 20, 10, 10 & 7½.

1	00.29 22	11	03.21 43	21	06.13 64	31	09.05 84	41	11.98 05	51	14.90 26	61	17.82 47	71	20.74 67	81	23.66 88	91	26.59 09
2	00.58 44	12	03.50 65	22	06.42 86	32	09.35 06	42	12.27 27	52	15.19 48	62	18.11 69	72	21.03 89	82	23.96 10	92	26.88 31
3	00.87 66	13	03.79 87	23	06.72 08	33	09.64 28	43	12.56 49	53	15.48 70	63	18.40 91	73	21.33 11	83	24.25 32	93	27.17 53
4	01.16 88	14	04.09 09	24	07.01 30	34	09.93 51	44	12.85 71	54	15.77 92	64	18.70 13	74	21.[illegible]	84	24.54 54	94	27.46 75
5	01.46 10	15	04.38 31	25	07.30 52	35	10.22 73	45	13.14 93	55	16.07 14	65	18.99 35	75	21.9[illegible]	[illegible]	24.83 76	95	27.75 97
6	01.75 32	16	04.67 53	26	07.59 74	36	10.51 95	46	13.44 15	56	16.36 36	66	19.28 57	76	22.2[illegible]	[illegible]	[illegible]12 98	96	28.05 19
7	02.04 55	17	04.96 75	27	07.88 96	37	10.81 17	47	13.73 38	57	16.65 58	67	19.57 79	77	22.[illegible]	[illegible]	[illegible]21	97	28.34 41
8	02.33 77	18	05.25 97	28	08.18 18	38	11.10 39	48	14.02 60	58	16.94 80	68	19.87 01	78	2[illegible]	[illegible]	[illegible]	98	28.63 63
9	02.62 99	19	05.55 19	29	08.47 40	39	11.39 61	49	14.31 82	59	17.24 02	69	20.16 23	79	23.08 [illegible]	[illegible]	[illegible]	[illegible]	28.92 85
10	02.92 21	20	05.84 41	30	08.76 62	40	11.68 83	50	14.61 04	66	17.53 24	70	20.45 45	80	23.37 66	[illegible]	[illegible]	[illegible]	29.22 07

60, 10, 10, 7½ & 5.

Same as { 55, 20, 10, 7½ & 5. / 52½, 20, 10, 10 & 7½. / 50, 20, 10, 10, 7½ & 5. / 40, 40, 10, 7½ & 5. / 40, 33⅓, 10, 10, 7½ & 5. / 40, 25, 20, 10, 7½ & 5. / 37½, 20, 20, 10, 10, 7½ & 5. / 33⅓, 33⅓, 10, 10, 7½ & 5. / 33⅓, 25, 20, 10, 10 & 7½.

1	00.28 47	11	03.13 19	21	05.97 90	31	08.82 62	41	11.67 33	51	14.52 05	61	17.36 76	71	20.21 48	81	23.06 19	[illegible]	25.90 91
2	00.56 94	12	03.41 66	22	06.26 37	32	09.11 09	42	11.95 80	52	14.80 52	62	17.65 23	72	20.49 95	82	23.34 66	92	26.19 38



The section above shows a part of a page of the book. There are six tables on a page. Put your finger right on the net the hand shows: The net of 73 cents is 21 cents, $7.30 is $2.13, $73.00 is $21.33, $730.00 is $213.31, $7,300.00 is $2,133.11.

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BOATMEN'S BANK BUILDING, ST. LOUIS, MO.

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RETAIL SELLING PRICES—Continued.

L & G ENAMELED WARE

Biggins, Coffee

0	1.00
01	1.10
00	1.25
010	1.35
020	1.50
030	1.60
040	1.85
050	2.00

Coffee Boilers

60	1.35
70	1.50
80	1.75
90	2.25
100	3.00

Rice Boilers

14	1.15
16	1.25
18	1.45
20	1.60
22	1.85
24	2.10
26	2.65
28	3.00
36	3.75

Wash Bowls

26	.45
28	.55
30	.60
32	.65
34	.75
36	.85

Covered Buckets

21	.50
21½	.55
22	.60
23	.70
24	.85
26	1.00
28	1.25
30	1.60
32	1.85
150	.60
250	.70
350	.80
450	.95
650	1.15
850	1.60
1050	1.85
1250	2.10

Dinner Buckets

110	1.85
111	2.10
112	2.35
113	2.65
502	1.65
503	1.85

Chambers

1	.60
1½	.75
2	.90
3	1.00

Chamber Covers

1C	.30
1½O	.35
2C	.40
3C	.45

Colanders

1	.60
2	.70
3	.90
104	.60
205	.70
306	.85
407	1.00

Cups

3 (Mug)	.25
3	.25
6	.30
8	.20
9	.20
10	.25
10 M	.25
11	.30
25	.25
40	.40
120	.50

Cups and Saucers

20	.45
400	.50

Cuspidors

10	.55
20	.65
30	.80
100	1.50
200	1.05
240	1.50
300	1.35

Cup Dippers

10	.35
11	.40

Dippers, Windsor

110	.40
112	.45
114	.50

Dippers, Suds

2	.50
4	.55

Dishes, Soap

50	.35
60	.35

Fillers, Fruit Jar

20	.35

Flasks, Coffee

10	.60

Pieced Funnels

01	.35
02	.40
03	.45
04	.50
05	.65
06	.80

Convex Kettles

02	.65
03	.75
04	.90
05	1.00
06	1.10
08	1.35
010	1.60
012	1.90
212	1.40
214	1.55
216	1.85
218	2.10
220	2.45
222	3.10

Preserving Kettles

14	.45
16	.50
18	.55
20	.60
22	.65
24	.75
26	.80
28	.95
30	1.10
32	1.25
36	1.65
40	2.35
50	3.75

Milk Kettles

71	.60
72	.75
78	.90
74	1.10

Tea Kettles

30	.95
40	1.05
50	1.20
60	1.35
70	1.45
80	1.75
90	2.00

Ladles, Deep

100	.30
110	.35
129	.40
101	.35
111	.35
121	.40

Measures

01	.30
02	.45
04	.60
05	.80
06	1.15
11	.60

Pails, Chamber

1	1.75
2	1.85
3	2.15
4	2.50

Water Pails

110	1.40
112	1.65
114	1.90

Pans, Bed

1	8.50

Pans, Douche

2	2.50

Bread Pans

11	.45
12	.55
13	.65

Cake Pans

9	.30
10	.35
69	.35
70	.40
200	.45

Corn Cake Pans

706	.65
709	.90
712	1.05

Muffin Pans

406	.55
409	.80
412	.90

Deep Pudding Pans

50	.25
100	.30
150	.35
200	.40
300	.45
400	.50
500	.55
600	.65
800	.75
1000	.85

Dish Pans

15	1.90
80	1.10
100	1.25
140	1.40
170	1.60
210	1.95
300	2.95
400	4.35

Rinsing Pans

08	1.05
010	1.15
014	1.35
017	1.50

Lipped Fry Pans

30	.40
31	.45
32	.50
33	.55
34	.60
35	.75
36	.85

Milk Pans

00	.20
0	.25
11	.30
15	.35
20	.40
30	.45
40	.50
50	.55
60	.60
80	.75
100	.85
120	.95

Convex Sauce Pans

02	.65
03	.75
04	.90
05	1.00
06	1.10
08	1.35
010	1.75
012	2.05

Pans, Combination Sauce

1 D	1.90
10 T	2.75

Lipped Sauce Pans

10	.35
12	.40
14	.45
16	.50
18	.55
20	.60
22	.65
24	.75
26	.85
28	1.00
30	1.15

Straight Sauce Pans

150	.60
250	.65
350	.80
450	.95
650	1.25

Stew Pans

3	.40
4	.45
5	.50
6	.60
16	.45
18	.55
20	.60
22	.65
24	.75

Pans, Oblong Stove

04	.45
100	.55
200	.60
300	.80
325	.90
350	.95
400	1.10
425	1.25
475	1.35
550	1.75

Pans, Square Stove

110	.75
111	.80
112	.95
113	1.05
114	1.25
115	1.40
116	1.55
118	1.75
120	1.85

Pitchers, Molasses

601	.70

Water Pitchers

2	1.10
3	1.25
4	1.40

Deep Pie Plates

39	.35
40	.40

Shallow Pie Plates

27	.25
28	.30
29	.35
30	.40

Dinner Plates

19	.35
20	.40

Fireless Cooker Pots

1450	1.95
1650	2.35
1850	2.75

Coffee Pots

2½	.55
3	.60
5	.75
15	.80
25	.85
35	.95
45	1.10
55	1.25

Tea Pots

00	.60
01	.65
0	.75
10	.80
20	.90
30	1.00
40	1.15

Straight Sauce Pots

018	.90
020	1.05
022	1.20
024	1.45
026	1.75
028	2.35
030	2.65
032	3.00

Soup Stock Pots

318	15.00
324	18.00
336	21.00
212	5.50
218	7.50
224	9.00
236	10.50

Roasters

150	3.00
180	4.00

Flat Skimmers

10	.30
12	.35

Basting Spoons

10	.20
14	.25
12	.25
16	.30
18	.35

Steamers

7	1.40
8	1.65

Steepers, Tea

2	.55
3	.65

Oval Foot Tubs

0	1.45
1	1.75
2	2.00
3	2.45
4	3.00

Turners, Cake

13	.20
14	.25

(Continued from page 175)

Tuff Temper, 4-5, $3.25 each. Single Bit Handled, Blue Wing, 3-4, $3.00 each; Blue Wing, 3½-4½, $3.00 each; Blue Wing, 4-5, $3.00 each; Dreadnaught, 3-4, $2.75 each; Dreadnaught, 3½-4½, $2.75 each; Dreadnaught, 4-5, $2.75 each; Bluebird, 3-4, $2.75 each; Bluebird, 3½-4½, $2.75 each; Bluebird, 4-5, $2.75 each; Pacemaker, 3-4, $2.75 each; Pacemaker, 3½-4½, $2.75 each; Pacemaker, 4-5, $2.75 each; Tuff Temper, 3-4, $2.75 each; Tuff Temper, 3½-4½, $2.75 each; Tuff Temper, 4-5, $2.75 each; Quaker City, 3-4, $2.75 each; Quaker City, 3½-4½, $2.75 each; Quaker City, 4-5, $2.75 each; Old Forge, 3-4, $2.50 each; Old Forge, 3½-4½, $2.50 each; Old Forge, 4-5, $2.50 each; Freighters, 3-F, $2.50 each.

BABBITT—Frictionless, 45c lb.; Magnolia, 50c lb.; No. 4, 20c lb.; No. 2, 22c lb.; No. 1, 25c lb.; No. A (genuine), $1.30 lb.; Challenge, $1.10 lb.; Special Motor, 95c lb.; Excelsior, 28c lb.; Acme, 70c lb.; XXXX Nickeled $1.25 lb.

BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ¾ x 24, 85c each; Goose Neck No. 3662, ¾ x 24, $1.00 each; Straight Chisel No. 14, ¾ x 15, 85c.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S, 50c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, $3.25 each; No. 1662, $3.75 each. Ever Ready, same price as Columbia.

BIBBS—Compression—
Plain 1112—½-inch Rough, $1.00 each; ⅝-inch, $1.25; ¾-inch, $1.75; 1-inch, $3.60.

(Continued on page 178)

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RETAIL SELLING PRICES—Continued.

BIBBS—Compression—(Continued)—
112—½-inch Finished, $1.25 each; ⅝-inch, $1.50; ¾-inch, $2.15; 1-inch, $3.80.
0112—½ inch Nickel-plated, $1.45 each; ⅝-inch, $1.80; ¾-inch, $2.25; 1-inch, $4.25.
Hose—1113—½-inch Rough, $1.10 each; ⅝-inch, $1.45; ¾-inch, $1.85; 1-inch, $3.85; 1¼-inch, $7.25; 1½-inch, $9.50.
113—½-inch Finished, $1.45 each; ⅝-inch, $1.70; ¾-inch, $2.25; 1-inch, $4.25.
0113—½-inch Nickel-plated, $1.60 each; ⅝-inch, $1.85; ¾-inch, $2.60.

BITS—Auger

Size 16ths.	3	4-8	9-10	10-12	13-14	14-16	18	20
31—List.								
Doz....	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
31—Sell.								
Each...	.50	.45	.50	.60	.75	.90	1.10	1.35
100—List.								
Doz....	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
100—Sell.								
Each...	.65	.55	.65	.65	.85	1.00	1.35	1.40
101—List.								
Doz....	...	5.00	6.00	7.00	8.25	....	....	....
101—Sell.								
Each...	...	.55	.65	.75	.85	...	...	...

Size 16ths.	3	4-6	7	8	9	10	11-12	13-14
35—List.								
Doz....	4.50	4.00	4.50	5.00	5.50	6.00	7.00	8.00
35—Sell.								
Each...	.40	.35	.40	.45	.50	.55	.60	.70

Size 16ths.	15-16	17-18	20	22	24
35—List.					
Doz.	9.00	10.50	12.00	13.50	15.00
35—Sell.					
Each	.80	.90	1.00	1.15	1.30

Size 16ths.	4-6	7	8	9	10	11	12	13
47—List.								
Doz....	9.00	10.00	11.25	12.50	13.75	15.00	16.25	17.50
47—Sell.								
Each...	.70	.75	.85	.95	1.05	1.15	1.25	1.35

Size 16ths.	14	15	16
47—List.			
Doz.	19.00	20.50	22.00
47—Sell.			
Each	1.20	1.30	1.40

Size 16ths.	5-8	9	10	11	12	13	14	15
53—List.								
Doz. ...	11.25	12.50	13.75	15.60	16.25	17.50	19.00	20.50
53—Sell.								
Each...	1.35	1.50	1.65	1.80	1.90	1.95	2.35	2.45

Solid Center, in Sets—111¼, $1.05 set; 15, $3.85 set; 26, $6.00 set; 35, $8.50 set; 35C, $8.50 set.
Irwin, in Sets—53, $4.75 set; 55, $7.00 set; 55C, $7.00 set.
Russell Jennings, in Sets—4520½, $7.00 set; 4532½, 4532½C, $10.00 set; 4720½, $7.00 set.

BELLS—Alarm—Door—No. 125, 85c each; 15, 85c.
Call—No. 9, 30c each; 24, $1.25.
Gong—No. 120 85c each; 405, $2.10; 406, $2.85; 407, $4.25; 408, $5.75; 410, $10.50; 412, $18.50.
Hand—No. 0, 25c each; 1, 35c; 2, 45c; 3, 60c; 4, 80c; 5, $1.10; 6, $1.50; 7, $1.85; 8, $2.35; 9, $3.00; 10, $3.75; 12, $4.50; 14, $5.75.
Door—No. R, EA422, 75c each; R, EA424, 75c; R, EA425, 65c; R, EA426, 75c; R, EA427, 75c; R 429, 65c.
Push—R, EA, 512, 85c each; R, EA522, $1.50; R, EA524, $1.00; R, EA525, $1.00; R, EA526, $1.50; R,EA527, $1.50.
Farm—No. 1, $7.00 each; 2, $8.50; 3, $11.50; 4, $15.50.
Stock—Cow—No. 7, 25c each; 6, 30c; 5,40c; 4, 50c; 3, 60c; 2, 75c; 1, 90c; 0, $1.05.

BELLS—Kentucky Cow—No. 0, $1.25 each; No. 1, $1.00; No. 2, 85c; No. 3, 65c; No. 4, 50c; No. 5, 40c; No. 6, 35c; No. 7, 25c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 85c each; 3-in. Nonpariel, $1.00.

BEVELS—Sliding T—No. 18, 6-in., 95c; 8-in., $1.20; 10-in., $1.35. No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in., 80c; No. 1—Odd Jobs, $1.00.

BLOCKS—Wood Tackle.

	Com. Sngl.	Com. Dbl.	Com. Triple	Pat. Sngl.	Pat. Dbl.	Pat. Trpl.
3-inch	$ .90	$1.65	$2.25	$1.40	$2.60	$3.35
4-inch	1.05	2.00	2.75	1.55	2.95	3.80
5-inch	1.15	2.25	3.00	1.65	3.00	4.05
6-inch	1.40	2.50	3.75	1.95	3.75	5.10
7-inch	1.65	3.00	4.50	2.25	4.35	5.80
8-inch	2.10	3.50	5.50	2.95	5.35	6.95
10-inch	3.50	5.75	7.75	4.50	7.75	9.80
12-inch	5.50	9.50	13.25	6.90	12.00	15.20

BLOCKS—Steel Tackle

	Single	Double
3-inch	.95	1.75
4-inch	1.15	2.15
5-inch	1.35	2.35
6-inch	1.50	2.75
8-inch	2.75	4.50
10-inch	4.25	7.00

BLOCKS—Wood Snatch—

6-inch	4.50
8-inch	6.50
10-inch	9.00
12-inch	11.00

BLOWERS—With Tuyere Irons—No. 400 Champion, $37.50; No. 40, Lancaster, $25.00; Royal, $40.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15", no sleeve board, $3.35; No. 20 Springer, 54x13", no sleeve board, $3.00; No. 40 Springer, 50x12", no sleeve board, $2.85.
Without Table (skirt Boards)—4-foot, $1.00 each; 5-foot, $1.25; 5½-foot, $1.50; 6-foot, $1.75.

BOARDS, STOVE—
Wood Lined—Size 24x24, $1.75 each; 24x36, $2.50; 26x26, $2.10; 26x32, $2.50; 28x28, $2.50; 28x34, $2.75; 30x30, $2.85; 30x38, $3.25; 33x33, $3.25; 32x42, $4.00; 36x36, $4.00.

Paper Lined—Size 18x18, $1.00 each; 24x24, $1.10; 26x26, $1.20; 28x28, $1.35; 30x30, $1.60; 26x30, $1.75; 28x32, $1.90; 30x36, $2.25.

BOARDS, WASH—Brass, King, 80c each; Toy, Zinc, 25c; Single Zinc, Invincible, 45c; Double Zinc, Checkmate, 75c; Glass, 70c; Blue Enamel, 75c; Single Zinc, Pioneer, 50c; Single Zinc, Model Globe, 55c.

BOLTS—Common Carriage—

	3-16 & ¼-in.		5-16-in.		⅜-in.		½-in.	
Size—	Doz.	100	Doz.	100	Doz.	100	Doz.	100
1-1½	.15	1.00	.20	1.40	.30	1.90	.55	3.60
2	.15	1.10	.25	1.50	.30	2.05	.55	3.60
2½	.20	1.20	.25	1.65	.35	2.20	.55	3.60
3	.20	1.30	.25	1.75	.35	2.40	.60	3.90
3½	.20	1.40	.30	1.90	.40	2.55	.65	4.20
4	.25	1.50	.30	2.00	.40	2.70	.70	4.50
4½	.25	1.60	.30	2.10	.45	2.85	.70	4.80
5	.25	1.70	.35	2.25	.45	3.00	.75	5.10
5½	.30	1.80	.35	2.35	.50	3.20	.80	5.40
6	.30	1.90	.40	2.50	.50	3.35	.85	5.75
6½	.35	2.20	.45	2.85	.55	3.85	.90	6.05
7	.35	2.30	.45	3.00	.60	4.00	.95	6.35
7½	.35	2.40	.45	3.10	.65	4.20	1.00	6.65
8	.40	2.55	.50	3.25	.65	4.40	1.05	6.95
8½	...	....	.50	3.40	.70	4.55	1.10	7.25
9	...	....	.55	3.50	.70	4.75	1.15	7.60
9½	...	....	.55	3.65	.75	4.90	1.20	7.90
10	...	....	.60	3.80	.75	5.10	1.25	8.20

BOLTS—Stove—

	5/32"		3/16"		¼"		5/16"	
Size—	Doz.	100	Doz.	100	Doz.	100	Doz.	100
⅜"	.05	.40	.05	.40	...	...	...	...
½"	.05	.40	.05	.40	.10	.55	...	...
⅝"	.05	.40	.05	.40	.10	.55	...	...
¾"	.05	.40	.05	.40	.10	.55	.10	.80
⅞"	.05	.40	.05	.40	.10	.60	.10	.85
1"	.05	.40	.05	.40	.10	.60	.10	.85
1¼"	.10	.45	.10	.45	.10	.65	.10	.90
1½"	.10	.50	.10	.50	.10	.70	.10	.95
1¾"	.10	.55	.10	.55	.10	.70	.15	1.05
2"	.10	.60	.10	.60	.10	.75	.15	1.10
2¼"	...	...	.10	.65	.10	.80	.15	1.15
2½"	...	...	.10	.70	.10	.85	.15	1.20
3"	...	...	.10	.75	.10	.90	.15	1.25
3½"	...	...	.10	.80	.10	1.00	.15	1.35
4"	...	...	.10	.85	.15	1.10	.20	1.50

Machine, Square Head and Nut—

	¼-in.		5-16-in.		⅜-in.		7-16-in.	
Size—	Doz.	100	Doz.	100	Doz.	100	Doz.	100
1-1½	.20	1.55	.25	1.80	.30	2.15	.45	3.35
2	.20	1.60	.30	1.90	.35	2.30	.50	3.40
2½	.25	1.70	.30	2.00	.35	2.45	.55	3.50
3	.25	1.75	.30	2.10	.40	2.60	.55	3.75
3½	.25	1.85	.35	2.25	.40	2.75	.60	3.95
4	.30	1.90	.35	2.35	.45	2.90	.65	4.20
4½	.35	2.40	.45	3.00	.55	3.70	.70	4.40
5	.35	2.50	.45	3.15	.60	3.90	.70	4.60
5½	.40	2.60	.50	3.25	.60	4.05	.75	4.85
6	.40	2.65	.50	3.40	.65	4.20	.80	5.05
6½	...	....	.55	3.50	.70	4.40	.80	5.30
7	...	....	.55	3.65	.70	4.60	.85	5.50
8	...	....	.60	3.90	.75	4.95	.90	5.95
9	...	....	...	....	.80	5.30	...	....
10	...	....	...	....	.85	5.65	...	....
11	...	....	...	....	.90	6.00	...	....
12	...	....	...	....	.95	6.35	...	....

	½-inch.		⅝-inch.		¾-inch.	
Size—	Doz.	100	Doz.	100	Doz.	100
1-1½	.60	3.95	.90	5.70	1.25	8.45
2	.65	4.25	.95	6.15	1.35	9.10
2½	.70	4.55	1.00	6.55	1.45	9.70
3	.75	4.80	1.05	7.00	1.55	10.30

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RETAIL SELLING PRICES—Continued.

BOLTS—Machine—Continued.

3½	.80	5.10	1.10	7.40	1.60	10.90
4	.85	5.40	1.15	7.80	1.70	11.50
4½	.90	5.70	1.20	8.25	1.80	12.10
5	.90	5.95	1.25	8.65	1.90	12.70
5½	.95	6.25	1.35	9.05	2.00	13.30
6	1.00	6.55	1.40	9.50	2.10	13.90
6½	1.05	6.80	1.50	9.90	2.15	14.50
7	1.10	7.10	1.55	10.30	2.25	15.15
8	1.15	7.70	1.65	11.15	2.45	16.35
9	1.20	8.25	1.80	12.00	2.55	17.55
10	1.30	8.80	1.90	12.85	2.80	18.75
11	1.40	9.40	2.05	13.65	3.00	20.00
12	1.50	10.00	2.15	14.50	3.20	21.20
13	1.60	10.55	2.30	15.35	3.35	22.40
14	1.65	11.10	2.40	16.15	3.55	23.60
15	1.75	11.70	2.55	17.00	3.75	24.80
16	1.85	12.25	2.60	17.85	3.90	26.00

BOTTLES—Thermos—

No.	Each.
11	2.50
11 Q	4.00
14½	2.50
14	2.75
14 Q	4.25
6½	3.50
6	3.75
6 Q	5.75
2	4.75
2 Q	7.00
8	4.75
8 Q	7.00
15½	3.25
15	3.50
15 Q	5.25
611	4.25
613	6.25
614	4.25
615	6.25.
14½ F	1.60
14 F	1.85
14QF	3.00
600	3.75
601	4.25
603	4.25
602	6.25
600 F	1.85
601 F	2.10
602 F	3.25
556	3.25
557	8.50

556 F	3.60
557 F	4.75
590	.40
51	7.25
52	7.50
553	8.25
552	8.75
55	6.75
56	5.75
571	7.75
572	9.25
51	3.60
52 F	4.75
56 F	3.60

BOTTLES—Thermos—Cases—

104	5.00
104 Q	6.50
114	6.75
114Q	10.00
130	9.00
130 Q	11.00

Lunch Kits—

168	6.50
168½	6.25
396	4.25
400	4.00
401	5.50
402	4.25
404	5.00
405	3.75

BOXES—Mitre—

Goodell—	Each
285	19.00
305	20.00
306	22.00
Stanley—	9.50
50½	9.50
246	21.00
358	24.00
460	27.00
Acme—	
72	20.00

73	21.50
74	22.50
75	24.00
New Langdon Imp—	
32	17.50
33	18.25
34	20.00
35	20.50
Stearn's Perfection—	
20	3.75

BRACES—

P. S. & W. Braces—508, 95c each; 510, $1.05 each; 3308, $1.85 each.. 3310, $2.00 each; 3708, $2.40 each; 3710, $2.50 each.. 3712, $2.60 each; 4608, $3.00 each; 4610, $3.25 each; 4612, $3.50 each; 5008, $2.85 each; 5010, $4.10 each, 5012, $4.25 each; 5014, $4.50 each; 7008, $4.00 each; 7010, $4.15 each; 7012, $4.35 each; 8208, $5.25 each; 8210, $5.50 each; 8212, $5.75 each.

BRACKETS—Shelf—

Japanned—	Pair	B. P.—	Pair
3x 4	$ .30	3x 4	$ .35
4x 5	.35	4x 5	.40
5x 7	.30	5x 7	.50
6x 8	.40	6x 8	.65
7x 9	.45	7x 9	.75
8x10	.50	8x10	.80
10x12	.65	10x12	1.00
12x14	1.00	12x14	1.25
16x18	2.25	N.P. & O.C. same as B.P.	

BRADS—Wire—

	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.30	.25	.15
¾ to 1⅛-inch	.25	.20	.15
1¼ to 2-inch	.20	.20	.15

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.10.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.00 each; No. 44, $3.25 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—Household—

No. or Brand	Each
0 Toy	$ .25
00 Toy	.35
Aztec	.80
Cortez	.95
Verde	1.05
Union	1.00
Apache	1.05
Pima	1.40
Navajo	1.25
Warehouse	1.20
10	1.35
229	.65
230	.90

Push or Street

114 B	1.25
116 B	1.40
120	1.00
121	1.15
122	1.35
123	2.00

BRUSHES—Casting—

2	.55
3	.60
5½	.60
7	.65
10	.80
15	.65
Counter or Dusting	
15	.85
17	1.10
20	1.10
7	1.75
Floor or Garage	
12	.90
14	1.15
16	1.80
112	1.50
114	1.70
116	2.00
216	2.00
218	2.25
220	2.50
224	3.25
312	1.30
314	1.45
316	1.65
614	4.00
616	4.75
618	6.00
Hand or Nail	
Daisy	.10
Windsor	.10
Horse	
Collie	.95
Hound	.70
Mastiff	.65
Pointer	.50
Spaniel	.85
St. Bernard	.90
Shoo Fly	.50
Wolf	.70
72	.40
73	.55
73 P	.50
800	.70
Kalsomine	
240	5.50
310	2.40
Marking	
1	.10
2	.10
3	.10
4	.15
5	.15
6	.15
Paint	
151 2½	.30
3	.50
3½	.55
4	.70
155 3	.55
3½	.75
4	1.00
4½	1.40
159 2½	.65
3	.75
3½	1.00
4	1.45
165 3	1.40
3½	2.00
4	2.50

252	1.60
253	1.85
254	2.00
256	.85
258	1.40
260	1.75
4½	3.25
228 3½	2.60
4	3.25
4½	3.75
Roofing	
401	2.00
404	2.25
Sash	
20 2	.20
4	.25
6	.30
8	.40
Scrub	
Alligator	.40
Boston	.35
Cat	.30
Cruiser	.40
Duck	.25
Gem	.20
Goose	.35
Hub	.35
Monitor	.40
Mouse	.20
Rat	.25
501	.25
510	.30
512	.25
601	.25
604	.60
Shoe	
00	.30
2	.20
14	40
21	.30
22	.35
38	.35
214	.75
603	.50
Sink	
Magic	.15
Owl	.15
1 Pot (0)	.05
01 Wire	.15
Shaving	
124	.65
125	.80
126	.85
221	.90
222	1.25
250	.40
252	2.75
260	2.00
275	.25
310	.35
349	.35
350	.35
357	.90
371	1.00
491	1.00
492	1.10
493	1.35
500	.55
2731	.35
6870	85
Stencil	
408 4	.25
6	.35
8	.45
10	.55

Window

00	.90
3	.75
7	1.05
1510, Squeegee	.30
1512, Squeegee	$ .35
1514, Squeegee	.40
1516, Squeegee	.50

BUCKETS—

Common Galv.	Each
8	.45
10	.50
12	.60
14	.65
16	.80

Garbage Galv.	Each.
00	$1.60
02	1.85
03	2.25

Stock—	Each
14	$ .90
16	1.00
18	1.15
20	1.25
Well Galv.	Each
10 Qt.	.75
12 Qt.	.85
Wood—	
Short ear	1.35
Strap ear	1.50

BUTTS—See Hinges.

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RETAIL SELLING PRICES—Continued.

CANS—Garbage—15, $3.25; 16, $4.25; 18, $4.75; 20, $5.25 Oil, Galv., size 1 gal., 60c each; size 2 gal., $1.00; 5-gal., with faucet, $1.75; 5-gal. with spout, $1.50.

CANT HOOKS—

	Maple Hdl.	Hickory Hdl.
2¼x4½	2.75	3.00
2½x4½	3.00	3.25

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CATCHES—

No. or Brand	Each	No. or Brand	Each
	Cupboard		
024	$ .15	4112, SR, SHA, KF, E	.15
4002 R, EA, HA	.15	8002, EA, SHA, E	.35
4002, SR, SHA, KF, E	.15	9400, R, EA	.55
4112, R, EA, H, A	.15	9400, SHA, E	.60
	Elbow		
10	.05	15	.20
12	.10	18	.05
	Forgs		
85 F	.05	12 F	.30
11 F	.10		
	French Window		
2103	.10	4102, SR, SHA, KF, E	.15
4102, R, EA, HA	.15		
	Friction Cabinet		
01820¼, EA	.15	01820¼, SHA, E	.20
	Screen		
21	.20	R 25	.30
J 25	.25	E 25	.30
	Show Case		
1	.20	24	.40
	Transom		
3278¼	$ .65	4442½, SH, KF, E	.35
4433, R, EA, KF	.30	4633, R, EA	.50
4433, SHA, E	.35	4633, SHA, KF, E	.60
4433½, R, EA, KF	.30	8433, EA	.75
4433½, SHA, E	.35	8433, E	.80
4433¾, R, EA	.30	8433½, EA	.75
4433¾, SHA, KF	.35	8433½ SHA, E	.80
4442, R, EA	.30	8442½ EA	.60
4442, SHA, KF, E	.35	8442½, SHA, E	.65
4442½, R, EA	.30		

CHAINS—Tire.

Tire-Rid-O-Skid Size.	Pair		
3 x28	3.50	3 x32	5.90
3 x30	3.60	3½x30	5.90
3 x32	3.70	3½x32	6.50
3½x30	3.75	3½x34	7.25
3½x32	3.95	4 x31	7.25
3½x34	4.05	4 x32	7.25
4 x31	4.15	4 x33	7.75
4 x32	4.30	4 x34	8.25
4 x33	4.40	4 x35	8.75
4 x34	4.55	4 x36	8.75
4 x35	4.65	4 x37	9.50
4 x36	4.80	4½x32	8.25
4½x34	4.75	4½x33	8.60
4½x35	4.85	4½x34	8.75
4½x36	5.20	4½x35	9.50
4½x37	5.50	4½x36	9.50
5 x37	6.50	4½x37	10.25
		5 x35	10.75
		5 x36	10.75
		5 x37	11.50

Tire—Weeds' Size.	Pair		
3 x28	4.75	5½x36	14.50
3 x30	5.35	5½x37	15.25
		5½x38	16.50

CHAIN—New German Straight Link (coil)—6-0, 20c ft.; 5-0, 16c ft.; 4-0, 14c ft.; 3-0, 12c ft.; 2-0, 11c ft.; 0, 10c ft.; 1, 10c ft.; 2, 9c ft.

Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.

Passing Link (coil)—4-0, 13c ft.; 3-0, 12c ft.; 2-0, 11c ft.

Proof Straight Link (coil)—3-16 black, 30c lb.; ¼, 25c lb.; 5-16, 22c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 18c lb.; ⅝, 18c lb.; ¾, 18c lb.

Proof Twisted Link (coil)—3-16 black, 33c lb.; ¼, 28c lb.; 5-16, 24c lb.; ⅜, 23c lb.; 7-16, 22c lb.

B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 22c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.

Twisted Machine Coppered (coil)—4-0, 18c ft.; 3-0, 17c ft. 2-0, 16c ft.; 0, 15c ft.

Jack: Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 7½c; No. 14, 7½c; No. 12, 10c; No. 10, 10c; No. 8, 12½c; No. 6, 18c.

Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 18c; No. 113, 20c; No. 112, 25c; No. 110, 40c.

Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0, 20c yd.; 1-N1, 25c yd.; 2-N2, 30c yd.; 3, 35c yd.

Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—12, 15c set; 100, 45c set.

CHALK—Carpenters, per piece, 5c. School Crayon, per gross, 56c; small quantities, 1c each; dustless, 75c gross lots; common, 50c gross lots.

CHALK LINE—Yellow, 50-ft. hank, 20c; 100-ft. hank, 35c. Braided white, 20-ft. hanks, size 120, 10c each; 220, 10c; 320, 10c. 50-ft. balls, size 150, 20c each; 250, 20c each; 350, 20c each.

CHECKS—Door—All makes, Liquid Checks — A-11, $5.25; B-12, $7.00; C-13, $8.00; D-14, $10.00; E-15, $12.75. For hold open arm, add $1.00 each.

CHISELS (CARPENTERS)—P. S. and W., Butt, No. 170, ¾-inch, 75c each; 1-inch, 85c each; 1¼-inch, 95c each; 1½-inch, $1.00 each; 1⅝-inch, $1.10 each; 2-inch, $1.25 each.

P. S. and W., Corner, No. 165, ¾-inch, $2.75 each; ⅞-inch, $3.00 each; 1-inch, $3.25 each; 1¼-inch, $3.50 each.

P. S. and W., Firmer, No. 100 Plain, ⅛, ½-inch, 60c each; ⅝-inch, 65c each; ¾-inch, 70c each; ⅞-inch, 75c each; 1-inch, 80c each; 1¼-inch, 85c each; 1½-inch, 95c each; 1¾-inch, $1.05 each; 2-inch, $1.15 each.

15 Beveled, ⅛, ½-inch, 75c each; ⅝-inch, 85c each; ¾-inch, 90c each; ⅞-inch, 95c each; 1-inch, $1.00 each; 1¼-inch, $1.05 each; 1½-inch, $1.15 each; 1¾-inch, $1.20 each; 2-inch, $1.35 each.

P. S. and W., Firmer (sets)—No. 116, 6, ¼ to 2 Plain, $5.50 set; 112, 12, ⅛ to 2 Plain, $10.50 set; 106, 6, ¼ to 2 Bevel, $8.50 set; 132, 12, ⅛ to 2 Bevel, $18.00 set.

P. S. and W., Framing—No. 30, ¼, ½-inch, 85c each; ⅝-inch, 90c each; ¾-inch, $1.00 each; ⅞-inch, $1.05 each; 1-inch, $1.15 each; 1¼-inch, $1.25 each; 1½-inch, $1.35 each; 1⅝-inch, $1.50 each; 2-inch, $1.65 each.

P. S. and W., Pocket—No. 91, ⅛, ½-inch, 75c each; ⅝-inch, 80c each; ¾-inch, 85c each; ⅞-inch, 90c each; 1-inch, 95c each; 1¼-inch, $1.00 each; 1½-inch, $1.05 each; 1¾-inch, $1.15 each; 2-inch, $1.25 each.

P. S. and W., Slicks—No. 175, 2½-inch, $4.00 each; 3-inch, $4.75 each; 3½-inch, $5.25 each; 4-inch, $6.25 each.

CHOPPERS—Meat and Food—

Enterprise No.	Each.	Universal	
5	$3.00	0	$1.85
10	4.75	1	2.25
12	4.25	2	2.75
22	7.25	3	3.50
		Russwin	
32	9.50	0 R	2.25
501	2.00	1 R	2.75
602	2.50	2 R	3.25
703	3.25	3 R	4.25

CHURNS—Barrel—Acme, No. 0, $7.50; 1, $8.50; 2, $9.25; 3, $10.50; 4, $13.50; 5, $15.00.

Improved Cylinder—No. 1, $5.00; 2, $6.00; 3, $7.00; 4, $8.00.

Sturges Steel— No. 1, $9.00; 2, $11.00; 3, $12.50.

Glass Family—Universal, No. 15, $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 40c each; 20, 65c; 30, 90c; 40, 1.15.

Dazey—Tin, No. 200, 2-ga., $4.75; 300, 3-gal., $6.00; 400, 4-gal., $7.25; 600, 6-gal., $9.50.

Dash—IX Tin, 2-gal., $2.00; 3-gal., $2.25; 4-gal., $2.50; 5-gal., $2.75; 6-gal., $3.00. Dash and handle, 20c extra.

CLAMPS—Carpenters', Stearn's—No. 101, $4.75 pair; 101½, $5.25; 102, $5.50; 303, $7.75; 304, $8.50; 305, $9.50; 306, $15.50; 308, $20.00.

Carriage Makers'—No. 12, plain, 50c each; 13, 60c; 14, 70c 15, 90c; 16, $1.10; 17, $1.45; 18, $1.75; 20, $2.40; 22, $2.65; 60 Adj. 75c; 61, $1.00; 62, $1.65; 63, $2.00; 64, $2.75; 65, $3.50.

Quilt Frame—No. 1, 10c each; 3, 15c; 32, 10c; 33, 15c.

CLEANERS—Window—

Rubber—				Wood Floor—	
10-inch	.30	16-inch	.50	14-inch	.60
12-inch	.40	18-inch	.60	16-inch	.75
14-inch	.45				

CLEVISES—Malleable, 22c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

CLIPPERS—Bolt—

New Easy—		Extra Cutters	
No. 0	3.50	No. 0	2.00
No. 1	4.50	No. 1	2.25
No. 2	6.25	No. 2	3.00
No. 3	8.00	No. 3	3.75

O. K.—	
10-inch	1.50
14-inch	1.75

CLOCKS—(ALARM)—Ace, $3.50 each; America, $1.50; Automatic, $5.25; Bingo, $3.75; Brownie, $4.00; Circle, $3.00; Columbia, $3.50; Ideal, $2.75; Indian, $1.75; Iron Clad, $2.75; Lookout, $2.00; Prompter, $3.00; Simplex, $5.50; Sleepmeter 2, $2.60; Sleepmeter 3, $3.00; Startle, $2.75; Tattoo, Jr., $3.75; Tattoo Int., $3.75.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, HARDWARE—

Black Mesh.	Ga.	Price.	Galvanized Mesh.	Ga.	Price.
3	14	.30	1	14	.15
3	16	.18	2	19	.10
4	19	.25	3	21	.10
4	18	.15	4	23	.10
6	18	.30	6	25	.12½
6	20	.22	8	27	.12½
8	24	.15			
10	25	.12½			

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RETAIL SELLING PRICES—Continued.

CLOTH, WIRE—Black, 4½c sq. ft., full rolls, 4c sq. ft.; Galvanized, 6c sq. ft., full rolls, 5c sq. ft.; Pearl, 8c sq. ft.; Cop. Brnz., 16c sq. ft., full rolls, 13½c sq. ft.

COAL—Blacksmith—
Catch weight sacks, per 100 lbs.....$2.50

COAL CHUTES—Hercules—

No. 1, 16x18.....	13.00	No. 5, 20x24.....	17.50
No. 2, 18x20.....	15.00	No. 6, 16x18.....	14.50
No. 3, 20x24.....	20.00	No. 7, 20x24.....	17.50
No. 4, 16x18.....	11.00	No. 8, 18x24.....	28.00

COPPER—Sheet, 55c lb.; Bars, round, 60c lb.; Tubing, 70c lb.

CORD, SASH—Samson Spot (Hanks)—No. 6 S, $1.95 hank; 7 S, $2.75; 8 S, 8 SC, $3.25; 10 S, 10 SC, $5.00; 12 S, 12 SC, $7.00; WP 12 SC (coils), $1.35 lb.
Phoenix (coils only)—6 C, 95c lb.; 7 C, 95c; 8 C, 90c; 10 C, 90c; 12 C, 90c; 14 C, 16 C, WP 8 C, 95c.
Union (hanks)—No. 6, $1.35; 7, $1.75; 8, $2.30; 10, $3.40; 12, $4.65.

COTTERS—Hammer Lock or Regular Spring.

Length	1-16, 5-64, 3-32 in. 100	1000	⅛ in. 100	1000	5-32 in. 100	1000
½-inch.....	$ .20	$1.25	$ .30	$2.00	$ .35	$2.40
¾-inch.....	.25	1.40	.30	2.00	.40	3.00
1 -inch.....	.25	1.65	.35	2.25	.45	3.25
1¼-inch.....	.25	1.80	.40	2.55	.50	3.50
1½-inch.....	.30	2.05	.45	2.85	.60	4.00
2 -inch.....	.35	2.50	.50	3.40	.70	4.75
	3-16 in.		¼ in.		5-16 in.	
½-inch.....	$ .50	$3.75	....	....	....	....
1 -inch.....	.60	4.25	$1.00	$6.75	$1.75	$11.00
1¼-inch.....	.70	5.00	1.10	8.00	2.00	14.50
1½-inch.....	.80	5.50	1.25	9.00	2.00	14.50
1¾-inch.....	.90	6.00	1.50	10.00	2.25	16.00
2 -inch.....	1.00	6.75	1.75	11.50	2.50	17.50
2½-inch.....	1.10	7.75	2.00	14.00	3.00	20.00

CRAYON—Lumber, 10c; Soapstone, 5c.

CUTTERS—Pipe—Barnes, No. 1, $3.40 each; 2, $4.50; 3, $7.50; 4, $15.00; 5, $22.50; 6, $30.
Saunders—No. 1, $2.55 each; 2, $3.85; 3, $9.35; 4, $15.30.
Trimo—No. 1, $3.40 each; 2, $4.50; 3, $7.50.

DAMPERS—Stove Pipe—No. 3, 15c each; 4, 20c; 5, 20c; 6, 25c; 7, 35c; 8, 50c; 9, 65c; 10, 75c.

DIVIDERS—Wing, No. 1 and 2), 6-inch, 65c pair; 7-inch, 75c; 8-inch, 85c; 10-inch, $1.15. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOLLIES—Timber—
No. 649, 6-inch .....$9.00 No. 650, 8-inch $12.50

DOORS—Ash Pit—

8x8	1.60	10x12	2.35
8x10	1.75	12x15	4.50

ASH TRAPS—Common, 7x9, 70c; Adams Double, 80c.

DOORS—Screen, Black—

Common, ⅞-inch, 2-6x6-6.....	2.50
Common, ⅞-inch, 2-8x6-8	2.65
Common, 1⅛-inch, 2-6x6-6	2.85
Common, 1⅛-inch, 2-6x6-8	3.00
Common, 1⅛-inch, 2-10x6-10	3.25
Common, 1⅛-inch, 3x7	3.50

DRILLS—Millers Falls (Breast)—

12	6.00	312	4.00
12A	5.75	718	5.50
87	10.00	817	3.25
97	10.75	820	3.00
118	6.50		

Yankee—Millers Falls, Hand (Standing)—

1	2.85	98	5.50
2	4.50	105	3.25
2B	4.00	306	4.25
3A	3.25	343	3.00
5	3.75	75	0861

Drill Presses—Millers Falls

20	10.00	23	6.35
21	14.00	210	13.75
22	4.00		

Hand Drills

4	2.75	445	4.35
4½	2.50	455	5.00
5½	5.00	545	7.50
5½B	5.00	550	6.75
49	2.00	555	9.00
52	2.75	1430	3.00
53	3.30	1445	4.75
54	3.65	1455	5.00
154	5.00	1530	4.50
259	6.00	1540	6.60
329	3.10	1545	8.50
385	7.25	1550	8.00
379	3.80	1555	9.00

Bench Drills

8	7.25	490½	17.80
8½	9.50	1003	12.00
9½	18.25	1005	20.00
10½	23.60	11	22.00

Breast Drills

20	6.50	6	5.85
245	4.75	07	5.50
279	13.25		

Chain Drills

307	4.50	318	6.60
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	2.65	44	2.85
42	1.85	50	4.00

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	.85	305	.50
301	.85		

Yankee Drill Points

No.	Each.	No.	Each.
310	.75	320	.10

Bits, Wood (Syracuse Pattern)

C 114 A, S 109 A—		C 114 A, S 109 A—	
2	.20	12	.45
3	.20	13	.50
4	.20	14	.50
5	.25	15	.55
6	.25	16	.60
7	.30	17	.65
8	.35	18	.70
9	.40	19	.75
10	.40	20	.80
11	.45	24	1.00

Bit Stock

C 114, M 109 or M 309, and S 108—		C 114, M 109 or M 390, and S 108—	
1-16	.15	15-32	.80
3-32	.20	½	.90
⅛	.20	17-32	1.00
5-32	.25	9-16	1.10
3-16	.30	19-32	1.20
7-32	.35	⅝	1.30
¼	.40	11-16	1.40
9-32	.45	¾	1.60
5-16	.50	13-16	1.80
11-32	.60	⅞	2.00
⅜	.65	15-16	2.15
13-32	.70	1	2.25
7-16	.75		

Straight Shank Jobbers

C 108, M 105 or M 330, S 105—		C 108, M 105 or M 330, S 105—	
1-32	.10	7-32	.20
3-64	.10	15-64	.25
1-16	.15	¼	.25
5-64	.15	9-32	.30
3-32	.15	5-16	.35
7-64	.15	11-32	.40
⅛	.15	⅜	.45
9-64	.15	13-32	.50
5-32	.15	7-16	.60
11-64	.20	15-32	.70
3-16	.20	½	.80
13-64	.20		

Straight Shank, Wire Gauge

C 108 A, M 107 or M 340, S 107—		C 108 A, M or 107 or M 340, S 107—	
1 to 5.....	.25	36 to 40.....	.15
6 to 10.....	.20	41 to 45.....	.15
11 to 15.....	.20	46 to 50.....	.15
16 to 20.....	.20	51 to 55.....	.15
21 to 25.....	.15	56 to 60.....	.15
26 to 30.....	.15	61 to 80.....	.10
31 to 35.....	.15		

ELBOWS—Conductor—

Pl. Rd.		Rd. Adj.	
2-inch	.35	1½-inch	.25
3-inch	.50	2-inch	.20
4-inch	.60	3-inch	.25

Corrugated—Conductor Shoes

2-inch.....$	.25	2-inch .....$	.25
3-inch.....	.30	3-inch	.30
4-inch.....	.45	4-inch	.45
5-inch.....	.90	5-inch	.90

EMERY—Grain—

No. 60, per lb.....$	.25	Flour Emery—	
No. 70, per lb.....	.25	Per lb	.25
No. 80, per lb.....	.25	Stones—(See Stones)	
No. 90, per lb.....	.25	Cloth—(See Cloth)	
No. 100, per lb.....	.25	Wheels—(See Wheels)	
No. 120, per lb.....	.25		

FASTENERS, Casement (Bronze)—No. 722, all finishes, 45c each; 724, 45c; 732, 45c; 734, 45c; 2061, $1.60; 02162 EA, SHA, E, 65c; 02162 F, 55c; 02163 EA, E, 75c; 2164 EA, SHA, $1.00; 2164 E, $1.00.
Steel—No. 622 R, EA, 20c each; 622 KF, SHA, SHB, SR, E, 25c; 624 R, EA, 20c; 624 KF, SHA, SHB, SR, E, 25c; 632 R, EA, 20c; 632 KF, SHA, SHB, SR, E, 25c; 634, R, EA, 20c; 634 KF, SHA, SHB, SR, E, 25c; 3163 R, EA, 40c; 03163 E, 45c; 3164, EA, 40c; 3164 SHA, E. & F., 45c.

FASTENERS, Sash (Bronze)— No. 582 EA, 40c each; 582 SHA, SHB, E, 45c; 815 EA, 35c; 815 SHA, E, 40c; 1831½ EA, SHA, E, 80c.

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RETAIL SELLING PRICES—Continued.

Cast Iron and Steel—No. 324, 10c; 324 R, EA, 15c; 324 E, 15c; 500 R, EA, 15c; 500 KF, E, 15c; 542 R, EA, 10c; 542, SR, SHA, KF, E, 10c; 542, SHB, 10c; 800 R, EA, 10c; 800 SHA, KF, E, 10c; 1831½ F, 50c; 33131 R, EA, 20c; 33131 KF, SHA, E, 25c.

FAUCETS—Cork Lined— 8-inch, each.....$ .20
7-inch each.....$ .15 9-inch, each..... .25

FELT—Deadening. Size Roll, ¾-lb., $3.25; 1-lb., $4.00; 1½-lb., $6.00. Tarred, 250-ft. roll, $1.65 each; 500-ft. roll, $3.25 each.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch.....	.80	.20			
3-16 inch.....	1.10	.20	⅛ inch.....	$2.50	$ .20
¼ inch.....	1.40	.25	3-16 inch.....	3.50	.20
5-16 inch.....	2.25	.45	¼ inch.....	4.25	.25
⅜ inch.....	3.00	.60	5-16 inch.....	6.50	.45
½ inch.....	5.50	.80	⅜ inch.....	9.00	.60
⅝ inch.....17.50		...	½ inch.....16.50		.80
¾ inch.....27.50		...			

FILES—Band saw, slim, 4 inches long, 20c each; 5, 25c; 6, 30c; 8, 40c; 10, 65c. Knife, bastard, 4, 35c; 5, 40c; 6, 45c; 8, 55c; 10, 65c. Regular Taper, 4, 15c; 5, 20c; 6, 25c; 8, 35c; 10, 55c; Slim Taper, 4, 15c; 5, 20c; 6, 25c; 8, 30c; 10, 40c. Warding, bastard, 4, 25c; 5, 30c; 6, 30c; 8, 40c. Flat, bastard, 3-4, 25c; 6, 30c; 8, 35c; 10, 45c; 12, 60c; 14, 85c; 16, $1.10. Half Round Bastard 3-4, 30c; 6, 40c; 8, 45c; 10, 60c; 12, 75c; 14, $1.00; 16, $1.30. Mill Bastard, 3-4, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 90c. Square Bastard, 3-4, 25c; 6, 30c; 8, 35c; 10, 45c; 12, 70c; 14, 90c; 16, $1.15.

Rasps—Flat Wood, 8 inches long, 60c; 10, 80c; 12, $1.05; 14, $1.45; 16, $1.85. Half Round Wood, 8, 65c; 10, 85c; 12, $1.15; 14, $1.50; 16, $2.00. Half Round Cabinet, 8, 80c; 10, $1.05; 12, $1.40; 14, $1.80. Horse, Hellers Plain, 12, 65c; 14, 85c; 16, $1.05. Horse, Hellers Flanged, 14, $1.05; 16, $1.50.

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75. Am. Heavy: 17, $1.00. Extra Shafts, 15-inch, 25c; 17-inch, 35c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Daylos—

Tubular Nos.	2602	2604	2612	2616	2619	2627	2628
Complete ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.35	$1.10
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	.85	.75
Tubular Nos.	2630	2631	2632	2633	2634	2638	2659
Complete, ea.	$1.55	$1.85	$2.25	$2.75	$2.35	$3.10	$3.25
Case & Bulb, ea.	1.05	1.50	1.75	2.25	2.00	2.75	2.75
Pocket Nos.	6954	6961	6962	6971	6972	6991	6992
Complete, ea.	$1.25	$1.00	$1.25	$1.00	$1.25	$1.25	$1.50
Case & Bulb, ea.	.95	.70	.85	.70	.85	.95	1.10
Tubular Battery Nos.			705	706	790	791	
Battery only, each			$ .50	$ .25	$ .35	$ .30	
Pocket Battery Nos.	700	703	750	751	792	793	
Battery only, each	$ .30	$ .40	$ .30	$ .40	$ .30	$ .45	

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Bulb ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Bulb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	1.00	1.25	1.25	1.35	1.50	1.65	1.90
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Chain Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each....$1.00 $1.10 Battery only, each..$ .25
Case and Bulb, each .75 .85
Battery only,
Nos. ..1202 1203 1206 1207 1271 1301 1308 1309
Each .$0.30 $0.35 $0.30 $0.30 $0.30 $0.50 $0.40 $0.40

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $15.00; No. 151 Chicago, $17.50

FREEZERS— Arctic

Qts.	Each.	Qts.	Each.
1	3.35	3	6.00
2	4.00	4	7.00
3	4.60	6	9.00
4	5.70	8	11.50
6	7.25	10	14.75
8	9.35	12	18.75
White Mountain		15	22.25
1	4.00	20	29.00
2	5.00	25	37.00

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.75; 14-in., $1.85; 16-in., $2.00.

GARBAGE CANS—(See Cans)

GATES—Molasses and Oil—
Perfection—½-inch, $1.00 each; ¾-inch, $1.25; 1-inch, $1.50; 1¼-inch, $1.75; 1½-inch, $2.00; 2-inch, $2.65.
Stebbin's Pattern—1-inch, 35c each; 1½-inch, 40c; 1⅝-inch, 45c; 1⅝-inch, 50c; 1 13-16 inch, 60c.

GAUGES—Butt—

No. 93	1.50	No. 77	1.25
No. 94	1.75	No. 71	.85
No. 95	1.65	No. 90	.65
No. 95½	1.25	No. 91	1.25
Marking		No. 92	1.85
No. 61	.15	No. 97	.85
No. 64	.40	No. 98	1.50
No. 65	.75		

Lock Fast—½-inch, $1.15 each; ¾-inch, $1.35; 1-inch, $1.50; 1¼-inch, $1.85; 1½-inch, $2.25.
Enterprise, Self Measuring—No. 61, Faucet, $6.00; 97, Pump, $14.50.
Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I C, $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASSES—

Ground Level—		Proved Level—	
1¾	$ .50	1¾	$ .10
2	.60	2	.10
2½	.65	2½	.15
3	.70	3	.15
3½	.75	3½	.20

GLASSES—GAUGE—

	Standard. ⅜	½ & ⅝	¾	Extra Heavy. ½ & ⅝	¾
6	.25	...	...	...	....
8	.25	...	...	...	....
10	.25	.25	.30	.55	.75
12	.25	.30	.35	.60	.90
14	...	.35	.45	.70	1.05
16	...	.40	.50	.85	1.25
18	...	.45	.55	.95	1.35
20	...	.65	.80	...	....
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Pony, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 50c.
Railroad—No. 39 Clear, 20c each; 39 Green or Red, 30c.
Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 20c each.

GLUE—Dry—AAA, 55c lb.; B, 60c; CX, 40c; D, 30c; GX, 55c; LXX, 45c.

Liquid

Imperial—	1 oz.	⅛ pt.	¼ pt.	½ pt.	1 pt.	1 qt.	½ gal.
List....Doz.	1.06	1.80	2.80	4.50	7.00	11.25	21.00
Sug. Ret..Each	.10	.20	.25	.40	.65	1.00	1.75
Large Pages—	1 oz.	2 oz.	⅛ pt.	¼ pt.	½ pt.	1 pt.	1 qt.
List.... Doz.	1.60	1.65	1.80	2.80	4.50	7.00	11.25
Sug. Ret..Each	.15	.15	.20	.25	.40	.65	1.00

GRAPHITE—Flake, per lb., 75c.

GALVANIZED WARE—

Boilers, Coffee

No.	Each
801½	.90
802	1.10
803	1.35
804	1.90
806	2.15
808	2.60
810	3.00
812	3.40

Boilers, Wash

407 A	2.25
408 A	2.50
409 A	2.75

Bowls, Wash

70	.25
80	.35

Buckets, Fire

112	.65
114	.75
314	.85

Buckets, Wall

101	.75
121	.85
141	.95

Cans, Ash

2½	4.80
3	5.75
4	6.75
5	7.75

Cans
Garbage, Smooth or Corrugated

145 (16)	6.75
200, 2	1.00
300, 3	1.35
400, 4	1.65
500, 5	1.90
600, 6	2.25
700, 7	2.75
800 (80)	6.25
900 (90)	7.25

Gasoline Cans

1 P & B	3.00
110	.60
255	1.75
605	1.75

Oil Cans

01	.50
02	.85
25	1.80
105	1.50
205	1.75

Dippers

210	.25

Coal Hods

616	.90
617	1.00

Camp Kettles

1 Gallon	.40
1½ Gallon	.55
2 Gallon	.70
3 Gallon	.90
4 Gallon	1.05

Cement Pails

140	2.00
1140	2.50

Chamber Pails

410	1.10
412	1.20

Stock Pails

12 S	.75
14 S	.85
16 S	.95
18 S	1.05
20 S	1.20

Water Pails

8	.40
10	.50
12	.55
14	.65
16	.75
320	1.00

Refrigerator Pans

1	.65
2	.75
3	.85

Watering Pots, or Sprinklers

514	.85
516	1.00
518	1.25
520	1.50
522	1.75
526	2.00

Foot Tubs

50	.75
51	.85
52	.95
53	1.10
54	1.35

Wash Tubs

0	1.15
1	1.40
2	1.65
8	1.85
10	3.00
20	3.40
30	3.75
410 S	3.00
420 S	3.40
430 S	3.75

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RETAIL SELLING PRICES—Continued.

GRINDSTONES—Family, No. 020 7-inch, $2.50 each; 8-inch, $2.75; 10-inch, $3.25; 12-inch, $3.75. Loose, 15 to 40 lbs., $6.00 cwt.; 40 to 200 lbs., $5.50; over 200, $6.00. Mounted, No. 010, 1-inch, $8.50 each; 2, $9.50; 3, $10.00; 04, $10.50; 05, $9.50; 015, $17.50; 025, $11.50. Fixtures, 15-inch, $1 10 set; 17, $1.40; 19, $1.65.

HACKSAWS—

Lenox, Power.

Lght.	Wdth.	Lt.	Heavy.
8"	9-16....	.90	....
10"	⅝.....	1.15	....
10"	⅝.....	1.35	1.95
10"	1.....	....	2.45
12"	⅝.....	1.35	....
12"	⅝.....	1.60	2.35
12"	1.....	2.30	2.95
14"	⅝.....	1.70	....
14"	⅝.....	1.90	2.75
14"	1.....	2.65	3.50
16"	⅝.....	2.15	3.15
16"	1.....	3.05	3.90
17"	¾.....	2.30	....
17"	1.....	3.25	4.15

Hand, Star and Lenox

Length.	Each	Doz.
8-inch	.10	.75
9-inch	.10	.85
10-inch	.10	1.00
11-inch	.10	1.10
12-inch	.15	1.20

Hand, Victor

8-inch	.10	.85
9-inch	.10	.95
10-inch	.15	1.10
12-inch	.15	1.25

HAMMERS—Maydole Carpenters' Nail—No. 1, $1.45 each; 1½, $1.35; 2, $1.20; 3, $1.15; 11, $1.45; 11½, $1.35; 12, $1.30; 12½, $1.15; 13, $1.10; 14, $1.00; 200, $1.90; 611½ $3.00; 710, $1.80; 711, $1.60; 711½, $1.50; 712, $1.85; 811½, $1.65. Maydole Brad—No. 926, 95c each; 927, 90c. Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50 each. Maydole Machinist Ball Pein—No. 375, $1.90 each; 376, $1.80; 377, $1.70; 378, $1.60; 379, $1.50; 770, $2.00; 770½, $1.75; 771, $1.60; 772, $1.45; 773, $1.30; 774, $1.20; 775, $1.10; 776, $1.00; 777, 95c; 778, 90c.

HAMMERS—V & B Vandor Vanadium—Vanadium, No. 41½, $2.00 each; Nail Hammers, No. 11½, $1.50; Ball Pein, No. 2, $1.25.

HANDLES—Adze, No. 320, House, 90c each; 321, Ship, 90c. each.
Auger—No. 1, $1.00 each; 2, $1.00 each; 3, $1.35 each; 4, $4.50 each; 5, $3.00 each.
Axe, Broad—No. 315, 85c each.
Axe, Double Bit—No. 312, 75c each.
Axe—Single Bit—No. 101, 90c each; 102, 90c; 103, 80c; 201, 65c; 302, 75c; 401, 50c; 502, 65c; 602, 50c; 505 Freighters, 60c; 506 Boys', 50c; 507 Boy Scout, 15c; 00 Hunters, 20c; 1 Hunters, 20c.
Chisel, No. 22, 10c each; 23, 25c each; 95, 15c each; 608, 15c each; 616, 15c each; 617, 15c each; 620, 10c each; 621, 10c each.
Drawer, No. 2, all finishes, .65 each; 2½, 60c each; 7, 30c each; 11, 25c each; 01000, 30c each; 01007, 35c each; 01013, 35c each; 9854, 30c each.
File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55 (5), 20c each.
Hammer:
Adze Eye No. 11, 25c each; 13, 25c each; 15, 20c each; 19, 20c each; 111L, 15c each; 115L, 15c each; 124L, 15c each. Farriers No. 23, 20c each.
Machinist No. 25, 14-inch, 20c; 16-inch, 20c; 18-inch, 25c; 20-in., 25c. Machinist No. 29, 16-in., 20c· 18-in., 25c. Machinist No. 33, 18-inch, 25c. Machinist No. 125, 14-inch, 15c; 16-inch, 15c; 18-inch, 15c. Riveting No. 21, 12 and 13 inch, 20c each.
Hatchet, Box No. 43, 13½-inch, 20c each; Broad No. 39, 16-inch, 25c each; Broad No. 39, 18-inch, 30c each; Broad No. 40, 16-inch, 25c each; Broad No. 40, 18-inch, 25c each; Claw No. 37, 14-inch, 20c each; Claw No. 137L, 14-inch, 20c each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 13-inch, 20c each; Shingling No. 35, 14-inch, 25c each.
Hoe, OXR, 4½, 55c each; XR, 4½, 55c each; XRM, 5½, 55c each; XRM, 6, 75c each; XRMC, 6, 75c each; XG, 4½, 55c each; XMH, 4½, 60c each; XMH, 5, 65c each; XP, 51¾, 55c each; XP, 52, 65c each; XP, 52½, 65c each, XP, 52¼ 75c each; 580, Grub, 70c each.
Maul, No. 335, 75c each; 336, 75c each.
Mop, No. 7, 30c each; 30, 50c each.
Pick, No. 327, Drifting, 85c each; 427, Drifting, 50c each; 527, Drifting, 60c each; 627, Drifting, 50c each; 325, Surface, $1.00 each; 425, Surface, 50c each; 525, Surface, 75c each; 625 Surface, 60c each.
Rake, XR, 5½, 50c each; XR, 6, 60c each.

HATCHETS—Box, No. USD 2, Underhill's, $2.50 each; 3010, Plumb's, $2.85; 3011, Plumb's, $3.00.
Broad, No. TB 1, Plumb's, $2.00 ea.; TB 2, Plumb's, $2.10; TB 3, Plumb's, $2.25; TB 4, Plumb's, $2.50; TB 5, Plumb's, $2.75; PTB 1, Philadelphia, $1.75; PTB 2, Philadelphia, $1.85; PTB 3, Philadelphia, $2.00; PTB 4, Philadelphia, $2.25; PTB 5, Philadelphia, $2.50; 640, Plumb's, $2.00; 641, Plumb's, $2.25; 642 Plumb's, $2.50; 643, Plumb's, $2.75; 644, Plumb's, $3.10; 2991, Plumb's, $2.00; 2992, Plumb's, $2.25; 2993, Plumb's, $2.50; 2994, Plumb's, $2.75; 2995, Plumb's, $3.10; 2996, Plumb's, $3.40.
Claw, No. TC 1, Plumb's, $1.75 each; TC 2, Plumb's, $2.00; TC 3, Plumb's, $2.10; PTC 1, Philadelphia, $1.85; PTC 2, Philadelphia, $1.50; PTC 3, Philadelphia, $1.65; 93, All Steel $1.00; 610, Plumb's, $1.50; 611, Plumb's, $1.65; 613, Plumb's, $1.85; 2971, Plumb's, $1.65; 2972, Plumb's, $1.75; 2973, Plumb's, $1.85.
Derrick, 582, Plumb's, $2.50 each.
Flooring, 2985, Plumb's, $2.25 each; 2986, Plumb's, $2.40; 2987, Plumb's, $2.60.
Half, No. TH 1, Plumb's, $1.75 each; TH 2, Plumb's, $2.00; TH 3, Plumb's, $2.00; 600, Plumb's, $1.50; 601, Plumb's, $1.75; 602, Plumb's, $1.85; 2961, Plumb's, $1.60; 2962, Plumb's, $1.80.
Lathing, No. TL 1, Plumb's, $1.65 each; TL 2, Plumb's, $1.75; 100, Underhill's, $2.50; 110 Underhill's, $2.75; 545, Plumb's, $2.15; 620, Plumb's, $1.65; 621, Plumb's, $1.75;

HATCHETS—Continued.
1960 Plumb's, $2.15; 1961, Plumb's, $2.85; 1962, Plumb's, $3.00; 2980, Plumb's, $1.75; 2981, Plumb's, $1.85; 2982, Plumb's, $2.00.
Shingling, No. PTS 1, Philadelphia, $1.35 each; PTS 2, Philadelphia, $1.40; PTS 3, Philadelphia $1.50; TS 1, Plumb's, $1.75; TS 2, Plumb's, $1.85; TS 3, Plumb's, $1.85; 90, All Steel, 70c; 565, Plumb's, $2.40; 591, Plumb's, $1.50; 592, Plumb's, $1.65; 593, Plumb's, $1.75; 2951, Plumb's, $1.50; 2952, Plumb's, $1.65; 2953, Plumb's, $1.75, Warehouse, No. 650 W, Plumb's, $2.00 each.

HEADS (MOP)—Cotton, No. 9, 40c each; 12, 55c; 15, 70c; 18, 80c.
Linen, No. 012, 60c each; 015, 75c; 18, 90c; 020, $1.00.

HINGES AND BUTTS (Screws included—
Hinges—
No. 900 Lt. Strap Hinges.

	Pr.	Dz. Pr.
3-inch	.20	1.60
4-inch	.25	1.90
5-inch	.25	2.25
6-inch	.30	2.85

No. 935 Cor. Strap Hinges

	Pr.	Dz. Pr.
4-inch	.25	2.10
5-inch	.35	3.20
6-inch	.45	4.30
8-inch	.60	6.40
10-inch	.80	9.00
12-inch	1.25	13.50

No. 904 Lt. Tee Hinges.

	Pr.	Dz. Pr.
3-inch	.20	1.60
4-inch	.25	1.90
5-inch	.25	2.25
6-inch	.30	2.80

No. 937 Cor. Tee Hinges.

	Pr.	Dz. Pr.
4-inch	.40	3.50
5-inch	.55	4.45
6-inch	.60	5.50
8-inch	.80	8.40
10-inch	1.15	11.10
12-inch	1.65	17.25

BUTTS—
Butts—No. 838.

	Pr.	Dz. Pr.
¾-inch	.10	.70
1-inch	.10	.80
1¼-inch	.10	.85
1½-inch	.10	.95
1¾-inch	.10	.95
2-inch	.15	1.05
2¼-inch	.15	1.30
2½-inch	.20	1.45
2¾-inch	.20	1.65
3-inch	.20	1.95
3½-inch	.25	2.25

No. 840

1½-inch	.15	1.25
1¾-inch	.15	1.45
2-inch	.15	1.50
2¼-inch	.20	1.70
2½-inch	.20	1.80
2¾-inch	.20	1.90
3-inch	.25	2.15

No. 733

2½x2½-in...	.35	.40
3x3-in.....	.40	.45
3½x3½-in...	.40	.50
4x4-in.....	.45	.55
4½x4½-in...	.70	.80
5x5-in.....	.90	1.00
5½x5½-in...	1.15	1.35
6x6-in.....	1.25	1.50

No. 731½

2½x2½-in...	.30	.35
3x3-in.....	.35	.40
3½x3½-in...	.35	.45
4x4-in.....	.40	.50
4½x4½-in...	.55	.70
5x5-in.....	.80	.90
5½x5½-in...	1.15	1.25

No. 241 F&D2

2½x2½-in...	.35	.40
3x3-in.....	.40	.45
3½x3½-in...	.45	.50
4x4-in.....	.50	.55
4½x4½-in...	.75	.85
5x5-in.....	.90	1.00
5½x5½-in...	1.25	1.40
6x6-in.....	1.40	1.70

No. 241 SF2

2½x2½-in...	.40	.50
3x3in.....	.40	.50
3½x3½-in...	.45	.55
4x4-in.....	.50	.60
4½x4½-in...	.75	.90
5x5-in.....	.90	1.05
5½x5½-in...	1.25	1.60

No. 160 F&D2

2½-inch	.35	.45
3-inch	.40	.50
3½-inch	.50	.60
4-inch	.60	.70
4½-inch	.80	.90

241 H&N

	Cont.	Ret.
2½x2½-in...	.45	.55
3x3-in.....	.45	.60
3½x3½-in...	.50	.55
4x4-in.....	.55	.70
4½x4½-in...	.75	.95
5x5-in.....	1.20	1.45
5½x5½-in...	1.45	1.65
6x6-in.....	1.60	1.95

160 N

2½-inch	.45	.55
3-inch	.55	.65
3½-inch	.60	.70
4-inch	.70	.80
4½-inch	.80	.90

160 SF2

2½-inch....	.45	.55
3-inch	.50	.60
3½-inch	.55	.65
4-inch	.70	.80

165 F&D2

1½-inch	.30	.35
2-inch	.35	.45
2½-inch	.40	.50
3-inch	.55	.65
3½-inch	.65	.75
4-inch	.80	.90
4½-inch	.90	1.05

165 N&SF2

1½-inch	.40	.50
2-inch	.45	.55
2½-inch	.50	.60
3-inch	.65	.70
3½-inch	.70	.80
4-inch	.75	.85

295 F&D2

	Pr.	Dz. Pr.
1½-inch	.25	2.60
2-inch	.30	3.00
2½-inch	.35	3.30
3-inch	.40	3.90

295N

1½-inch	.35	3.60
2-inch	.40	4.00
2½-inch	.45	4.10
3-inch	.50	4.95

289 F&D2

	Pr.	Dz. Pr.
2x2-in.....	.30	3.15
2½x2-in.....	.35	3.30
2½x2½-in...	.40	3.85
3x3-in.....	.50	4.85

289N

2x2-in.....	.45	4.50
2½x2-in.....	.50	4.75
2½x2½-in...	.50	4.85
3x3-in.....	.60	6.00

295 SF2

1½-inch	.30	3.15
2-inch	.35	3.35
2½-inch	.40	3.75
3-inch	.45	4.25

295H

1½-inch	.30	3.15
2-inch	.35	3.35
2½-inch	.40	3.75
3-inch	.45	4.25

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RETAIL SELLING PRICES—Continued.

289 SF2		
2x2-in	.30	3.10
2½x2-in	.35	3.25
2½x2½-in	.40	3.35
3x3-inch	.45	4.85
289 H		
2x2-in	.35	3.35
2½x2-in	.40	3.45
2½x2½-in	.40	3.60
3x3-in	.45	4.75

HINGES—FLOOR— Set

Bommr, D 15	1.50
R, EA, 315	1.60
SHA, E, 265	1.75
Ch'go, R, EA, KF, 200	3.50
SHA, E, 200	4.00
R, EA, KF, 230	4.25
SHA, E, 230	4.50
Corbin, D, R, EA, 512	1.75
SHA, E, 512	1.85
Katz, R, EA, KF,2	1.35
SHA, E, 2	1.50
R, EA, KF, 3	3.25
SHA, E, 3	4.00
R, EA, KF, 3½	3.75
SHA, E, 3½	4.00
Rixon, 7	10.75
8	11.25
10	12.00
15	14.50
20	25.00
25	32.00
30	38.00
40	62.00
Standard, R, EA, 450	6.75
SHA, E, 450	7.25
R, EA, 452	10.50

HODS—Coal—

Open Japanned—	
15	.60
16	.70
17	.80
18	.95
20	1.10

Open Galvanized—	
15	.90
16	1.00
17	1.15
18	1.25
20	1.60

HOLLOW WARE, CAST IRON—Dutch Ovens, No. 8 E, $3.50 each; 9 E, $3.85; 10 E, $4.50; 11 E, $5.25; 10-inch, $2.00; 11-inch, $2.40; 12-inch, $2.85; 13-inch, $3.25; 14-inch, $4.00; 10-inch lids, $1.00; 11-inch lids, $1.10; 12-inch lids, $1.35; 13-inch lids, $1.60; 14-inch lids, $1.80.

Gem Pans—No. 1, $1.00 each; 2, $1.00 each; 5, $1.00 each; 8, $1.00 each; 10, $1.20 each; 11, $1.05 each.

Griddles—No. 17, $1.00 each; 18, $1.10 each; 19, $1.25 each; 20, $1.50 each; 010, $1.60 each; 012, $1.75 each; 014, $2.00.

Kettles, Stove—No. 7, $2.60 each; 8, $2.90 each; 9, $3.40 each; 07, $2.60 each; 08, $2.90 each; 09, $3.40 each.

Pots, Stove—No. 17, $3.35 each; 18, $3.75 each; 19, $4.25 each; 017, $3.35 each; 018, $3.75 each; 019, $4.25 each.

Skillets or Spiders—No. 3, 80c each; 4, 90c each; 5, $1.10 each; 6, $1.10 each; 7, $1.25 each; 8, $1.35 each; 9, $1.50 each; 10, $1.75 each; 11, $2.25 each; 12, $2.65 each; 7 W, $1.40 each; 8 W, $1.50 each; 70, $1.10 each; 80, $1.20 each; 90, $1.35 each.

Waffle Irons—No. 7, $1.85 each; $8, $2.25; 9, $2.50; 7 D, $2.45; 8 D, $2.65; 9 D, $3.15; 11, $2.85; 12, $4.50; 14, $8.50.

HOOKS AND EYES—(Price per dozen)—

No.	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.10	.20
13 or 113	.10	.15	.10	.15
14 or 114	.10	.10	.10	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.85
No. 1040, brass	.75	.90	1.10	1.50	1.75	2.00	3.50

Ceiling—	Each.
35 Cast	.35
63 R, EA, cast	1.15
63 KF, SHA, Cast	1.25
135 Cast	.35
4 wire	.25
6 wire	.25
8 wire	.30
46 wire	.40
104 wire	.40

Coat and Hat—	
20 cast	.50
75 and 175, cast	.35
89 cast	.75
92 cast	.95
93 cast	.95
240 R, EA, cast	.90
240 KF, E, cast	1.00
640 Cast	.55
D 640, cast	.65
640 R, EA, cast	.80
640 KF, SHA, E, cast	.85
680 EA, E, cast	4.50
10 Porcelain	1.75
60 and 160, wire	.20
70 and 170, wire	.25
80 wire	.25
270 wire	.25
470 wire	.35
"17"	.25

Clothes Line—	Ea.
2	.10
3	.10
22	.15
23	.15
Grass—	
2, 3 and 4	.05
A2, A3, and A4	.65
5	.60
6	.75
23	.90
70	.50
75	.50
Hammock—	
128	.10
138	.15
Harness—	
9	.20
12	.30
13	.65
15	.25
16	.30
82	.25
233	.70
Hay Fork—	
120, ⅝-inch	.25
120, ¾-inch	.35
122, ¼-inch	.10
122, ⅜-inch	.15
122, 7-16 inch	.20
122, ½-inch	.25

HOSE COUPLINGS—Com. Size ½, each 20c; ⅝, 20c; ¾, 20c.

HOSE (GARDEN)—
Coupled 50-foot Lengths—Aztec, ½-inch, 22c ft. Aztec, ¾-inch, 26c foot. Deluge, ½-inch, 21c; Deluge, ¾-inch, 25c. Delphos, ½-inch, 18c foot; Delphos, ¾-inch, 21c. Sierra, ½-inch, 23c; Sierra, ¾-inch, 23c; Simi, ½-inch, 16c; Simi, ¾-inch, 20c. Solar Cotton, ½-inch, 18c; Solar Cotton, ¾-inch, 21c. Summit, ½-inch, 18c; Summit, ¾-inch, 21c. Ten Cee—½-inch, 16c; Ten Cee, ¾-inch, 20c. Torrent, ½-inch, 22c; Torrent, ¾-inch, 26c. Arrow, plain, ½-inch, 17c; Arrow, plain, ¾-inch, 20c. Arrow, WW, ½-inch, 20c; Arrow, WW, ¾-inch, 23c. Whirlpool, ½-inch, 18c; Whirlpool, ¾-inch, 21c.

Reel—Not Coupled—Endurah Ribbed, ½-inch, 22c; Endurah Ribbed, ¾-inch, 26c. Endurah Smooth, ½-inch, 22c; Endurah Smooth, ¾-inch, 26c. Goodrich Ribbed, ½-inch, 25c; Goodrich Ribbed, ¾-inch, 29c. North Star Ribbed, ½-inch, 21c. North Star Ribbed, ¾-inch, 25c. Rajah Ribbed, ½-inch, 20c; Rajah Ribbed, ¾-inch, 24c. Rajah Smooth, ½-inch, 20c; Rajah Smooth, ¾-inch, 24c. Utility Ribbed. ½-inch, 19c; Utility, Ribbed, ¾-inch, 22c. Utility, Smooth, ½-inch 19c; Utility, Smooth, ¾-inch, 22c.

ICE TOOLS—

No. 315 Plow, 8-in	$40.00
No. 316 Plow, 10-in	47.50
No. 317 Plow, 12-in	54.00
No. 320 Plow, 8-in	42.50
No. 321 Plow, 10-in	50.00
No. 322 Plow, 12-in	57.00
No. 456 Splitting Chisel	4.75
No. 495	5.35
No. 520 Ice Hooks, 4-ft	1.35
4½-ft	1.40
5-ft	1.50
6-ft	1.65
No. 1 Ice Tongs V & B	1.75
No. 2	2.00
No. 3	2.25
No. 540, 13-inch	2.00
14½-inch	2.15
16½-inch	2.25
Pound Ice Saws—Tiller Handle.	
4½-foot	5.75
5-foot	6.25
5½-foot	6.75

IRON—Bars, Small Lotes. (Cutting Extra)

Common Bar	.06 lb.	Base
Angle Iron, ⅛-inch	.10	
Angle Iron, 3-16-inch	.08	
Angle Iron, ¼-inch and heavier	.07¾	
Rd., sq. and sq. twisted—		
¼-inch and smaller	7.50	Base
5-16 inch	7.00	
⅜ to 2¾-inch	6.50	
3-inch and larger	7.50	
Flats, all sizes	6.50	

IRONS—Sad. Common, 9c lb.
Mrs. Potts—No. 50, $2.50 set; No. 55, polished iron, $2.25 set; No. 550, 12 lbs., $2.00 set.
Sensible Laundry—No. 25, $3.00 set; Asbestos Laundry, No. 70, $3.00 set; G. Pressing, 15c lb; T Tailors' Goose, 15c lb.; N Gasoline, $5.00 each.

JACKS—Bell Bottom, Net List.
Wagon—Lanes—0L, each $1.75; 1L, $2.50; 2L, $3.50; 3L, $6.75.

KNIVES AND FORKS—Iron Handled, $1.75.

Butcher— No.	Each	No.	Each
526— 5	$ .75	1500— 7	$1.25
526— 5½	.85	1500— 8	1.50
526— 6	.95	1910— 6	.50
526— 6½	1.10	1910— 7	.60
526— 7	1.35	1910— 8	.75
526— 8	1.65	2200— 6	1.00
526— 9	$2.00	2200— 7	1.35
526—10	2.50	2200— 8	1.60
526—12	3.50	3047— 6	.60
526—14	4.25	3047— 6½	.70
790— 6	1.00	3047— 7	.85
790— 7	1.30	3047— 8	1.00
790— 8	2.00	3047—10	2.00
1500— 6	1.00	3047—12	2.50
Cheese—			
675			1.75
Cooks French—		Draw—	
267— 6	.80	84— 4	.75
267— 8	1.30	100— 6	3.75
267— 9	1.50	100— 7	4.00
267—10	1.85	100— 8	4.50
267—12	2.00	100— 9	5.00
Corn—		105— 6	1.50
2	1.00	105— 8	1.50
3	.60	105— 9	1.65
5	.45	105—10	1.75
10	.60	105—12	2.00

KNIVES—Hay—Lightning, $1.75; Iwan Sickle, $2.00; Iwan Serrated, $2.00; Heath's Upright, $1.85. Corn—Corn King, 40c; No. 12 Hooks, 50c.

KNOBS—Maple, Base, 5c each; 40c doz.

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RETAIL SELLING PRICES—Continued.

LACING—Belt—

Rawhide, Cut	
Size ¼, per ft.	.02½
Size 5-16, per ft.	.03
Size ⅜, per ft.	.03½
Size ½, per ft.	.05½
Size ⅝, per ft.	.06½
Size ¾, per ft.	.07½
Wire	
0 and 1, coil	.60
2, coil	.70
3, coil	.80
O M, 1 M, 2 M, 3 M, spl	.80

Hooks	Doz.
10	.05
9	.05
8	.05
7	.10
6	.10

LADDERS—Extension, No. 1, 35c foot. Step, Climax, 60c foot; Special, Crescent, 45c foot; Standard, 35c foot.

LANTERNS—Boys'—No. 539, 45c each; 1590, Cadet, 25c. Dash—No. 321, Prisco, $2.00 each; 331, Prisco, $2.25. Cold Blast Tubular—No. 320, Prisco (Little Wizard), $1.35 each; 400, Prisco (Nustyle), $1.65, 477, Prisco, $1.50 Hot Blast Tubular—No. 165, Prisco, $1.00 each; 165R, Prisco (Ruby), $1.50; 176, Prisco (Bulseye), $1.50; 217, Prisco, $1.00.

LANTERNS—Dietz Tubular.

Hot Blast Lanterns	
Little Star Tin Lanters	.90
Hy-Lo Tin Lanterns	.90
Victor Tin Lanterns	.95
Monarch Tin Lanterns	.95
O. K. Tin Lanterns	.100
No. 2 Royal Tin Lants.	1.10
Cold Blast Lanterns	
Junior Tin Lanterns	1.00
Junior Brass Lanterns	1.75
Junior Brass Nickel-plated Lanterns	2.00
No. 2 Crescent Tin Lanterns	1.25
No. 2 Blizzard Tin Lanterns	1.45
Same, Brass Fount and Top	2.00
No. 2 Large Fount Blizzard Lanterns	1.65
Little Wizard Tin Lanterns	1.10
No. 2 Wizard Tin Lanterns	1.45
Same, Brass Fount and Top	2.00
No. 2 Large Fount Wizard Lanterns	1.65
Same, Brass Fount and Top	2.10
Dash and Wagon Lanterns	
Buckeye Dash Lant'ns	1.25
Junior Wagon Lant'ns	1.75
Roadster Wagon Lanterns	1.75
Driving Lanterns	
Eureka Driving, plain lens	2.00
Same, with optical lens	2.35
Octo Driving, pl'n lens	4.00
Same, optical lens	4.75
Union Driving, plain lens	4.50
Same, with optical lens	5.00
Mill Lanterns	
Watchman's Mill Lanterns, enamel. fin	2.25
Underwriter's Mill Lanterns	2.50
No. 2 Blizzard Mill Lanterns	3.50
Fire Dept. Lanterns	
King Fire Dept. Tin enamel finish	4.75
Same, Nickel-plated on Tin	5.25
Same, all Brass	6.00
Same, Nickel-plated on Brass	6.50
No. 2 Wizard Fire Dept. Brass Founts with enamel finish	5.00
Same, all Brass	6.50
Same, Brass, Nickel-plated	7.00
Wall Lanterns	
No. 15 Wall Lanterns	2.50
No. 25 Wall Lanterns	2.75
No. 30 Beacon Wall Lanterns	2.75
No. 60 Beacon Wall Lanterns	8.75
Street and Hanging Lanterns	
Pioneer Street Lanterns, Tin	7.25
Same, Brass Founts	9.25
Same, all Brass	12.00
Pioneer Hanging Lanterns, tin	7.75
Same, Brass Founts	10.75
Platform Lanterns	
Imperial Platform Lanterns	12.50
No. 1 Climax Platform Lanterns	5.00
No. 2 Climax Platform Lanterns	5.25
Nos. 1 and 2 Climax Nested	10.50
Unclassified Lanterns	
Police Flash Lanterns	1.50
Traffic Signal Lant'ns	4.00
No. 12 Display Stand and Assortment	22.00

LEAD—White—12½-lb. Keg, $1.95; 25-lb. Keg, $3.60; 50-lb. Keg, $7.25; 100-lb. Keg, $14.00.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each. Cotton, Twisted—No. 140, 50c each; 150, 55c. Wire, Twisted—50 foot, 20 gauge, 40c each; 75 foot, 20 gauge, 50c; 100 foot, 20 gauge, 60c; 50 foot, 18 gauge, 55c; 75 foot, 18 gauge, 65c; 100 foot, 18 gauge, 80c. Wire, Solid—100 foot, 9 gauge, 85c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ⅜-inch and larger, 45c.

MATS, DOOR—Cocoa—No. 1, $1.50 each; 2, $1.85; 3, $2.15; o2, $2.60; 03, $3.25; 04, $4.00; 05, $4.75.
Steel—No. 20, $1.50 each; No. 40, $2.00 each; $60, $2.85 each; 80, $4.50 each; 100 rolls, 55c square foot.

MATTOCKS—

Short Cutter, No. 1800	Each $1.50
Long Cutter, No. 1790	Each 1.50
Pick, No. 1810	Each 1.50
Handled, D E 3	Each 1.00
Handled, C E 3½	Each 1.50
Handled S Q 3½	Each 1.25

MAULS—Post—No. 110, $1.50 each; 113, $1.75; 116, $2.25; 118, $2.50; 120, $2.75.
Ship or Top—No. 1560, 30c lb.
Wood Choppers'—No. 2130, 25c lb.; 2131, 25c lb.

MILLS—Cider —

Junior	27.00	Senior	47.00
Medium	32.00	Force Feed	20.00

MOPS—Handled—

Brown Daisy		O-Cedar		Cotton	
6	.65	4	1.00	120	.80
8	.80	8	1.50	140	.90
7BD	.90	10B	1.25	180	1.00
9BD	1.00	11B	1.25	220	1.25

MOP STICKS—No. 2, 20c each; No. 7, 30c each; No. 13, 30c each; No. 70 or Janitor's, 75c each.

MOWERS, Lawn, F & N—
Clover Leaf—No. 12, $6.25 each; 14, $6.75; 16, $7.25.
Crestlawn—No. 14, $19.00 each; 16, $20.00; 18, $21.00; 20, $22.
Fenden—No. 14, $17.50 each; 16, $18.50; 18, $19.50.
Lawn King—No. 14, $12.50 each; 16, $13.00; 18, $13.50.
Lawn Queen—No. 12, $10.50 each; 14, $11.00; 16, $11.50.
Mayflower—No. 14, $14.50 each; 16, $15.50; 18, $16.50.
Racer—No. 14, $12.50 each; 16, $13.00.
Signet—No. 12, $7.50 each; 14, $8.00; 16, $8.50.
Tuxedo—No. 12, $9.00 each; 14, $9.50; 16, $10.00.
Union American—No. 14, $17.50 each; 16, $18.50; 18, $19.50.

NAILS—Base per keg, $5.60; 50 to 99 lbs. (one kind) add 50c per 100 lbs. to keg price.
Small Lots: (Bright Fine, Blued Fine, Common, Casing, Finishing, Bright Box).

	1 to 9 lbs.	10 to 49 lbs.
2d and 3d	.09	.08
4d to 60d	.08	.07

Special.	Keg.	1 to 9 lbs.	10 to 49 lbs.
Plaster Board	9.00	.12	.11
Cement C Box	....	.10	.09
Galvanized Felt	...	.17	.16
Galvanized Boat	...	.18	.17
Roof (barbed)	....	.10	.09
Galvanized, 2 and 3	....	.14	.13
Galvanized, 4 to 20	....	.13	.12

Galvanizing: Add for 1-inch and smaller, $3.25 per 100 lbs.; for larger, $2.75 per 100 lbs.; for casing nails, $3.00 per 100 lbs.

Fine Blue 2&3	.09½	Galv. Felt	.15
Fine Bright, 2&3	.09½	Galv. Boat	.12
Common 2&3d	.09½	Clout—	
Common 4&5d	.08½	Bulk, lb.	.30
Common 6&7d	.08½	½ lb. Papers, each	.20
Common 8 to 60d	.08½	Cigar Box—	
Casing 2&3d	.09½	Bulk, lb.	.30
Casing 4&5d	.08	1 lb. Papers, ea	.35
Casing 6 to 20d	.08	½ lb.	.20
Finishing 2&3d	.10	¼ lb.	.15
Finishing 4&5d	.08	Horseshoe—	
Finishing 6 to 20d	.08	Capewell No. 5, lb	.35
Smooth Box 4 to 6d	.08	6-11	.30
Smooth Box 8 to 20d	.08	Northwestern No. 5,	.35
Barb Box 4 to 5d	.08	6-11	.30
Barb Box 6	.08	Union No. 5	.30
Barb Box 8 to 20d	.08	6-11	.25
Barb Roof, ¾ to ⅞	.10	Trunk—	
Barb Roof 1 to 1½	.10	Bulk, per lb.	.30
Plaster Board	.10	1-lb. Papers, ea	.40
C. C. Box	.10	½-lb.	.25
Cut Casing 6&8	.08	¼ lb.	.15

NETTING, POULTRY—Hexagon, Galvanized After Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.35; 18 in., $3.40; 24 in., $4.30; 30 in., $5.15; 36 in., $5.90; 48 in., $7.85; 60 in., $9.80; 72 in., $11.75.
Sell Cut (lin ft.)—12 in., 2¼c; 18 in., 3¼c; 24 in., 4¼c; 30 in., 5c; 36 in., 5¾c; 48 in., 7½c; 60 in., 9½c; 72 in., 11½c.
1½-inch, 20-gauge—List Roll—12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.45; 18 in., $5.00; 24 in., $6.40; 30 in., $7.60; 36 in., $8.70; 48 in., $11.50; 60 in., $14.50; 72-in., $17.25.
Sell Cut (lin. ft.)—12 in., 3¼c; 18 in., 4¾c; 24 in., 6¼c; 30 in., 7½c; 36 in., 8½c; 48 in., 11¼c; 60 in., 14c; 72 in., 16½c.
1-inch, 20-gauge—List Roll—12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $5.45; 18 in., $7.80; 24 in., $10.00; 30 in., $11.75; 36 in., $13.50; 48 in., $18.00; 60 in., $22.50; 72 in., $27.00.
Sell Cut (lin. ft.)—12 in., 5¼c; 18 in., 7½c; 24 in., 9½c; 30 in., 11¼c; 36 in., 13c; 48 in., 17½c; 60 in., 22c; 72 in., 26c.
¾-inch, 20-gauge—List Roll—12 in., $8.55; 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $9.40; 18 in., $13.50; 24 in., $17.00; 30 in., $20.50; 36 in., $23.50; 48 in., $31.25; 60 in., $39.00; 72 in., $46.50.
Sell Cut (lin. ft.)—12 in., 9c; 18 in., 13c; 24 in., 16½c; 30 in., 20c; 36 in., 23c; 48 in., 30½c; 60 in., 38c; 72 in., 45c.

NIPPERS—Nettleton—8-in., $1.60 each; 10-in., $1.85; 12-in., $2.00; 14-in., $2.45.

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RETAIL SELLING PRICES—Continued.

NIPPLES—Right Hand.

Size	2	2½	3	3½	4	5	6	7	8
⅛, black...	.04	.06	.06	.06	.07	.08	.10	.12	.15
⅛, galv....	.06	.11	.11	.11	.12	.14	.16	.18	.22
¼, black...	.04	.06	.06	.06	.07	.08	.10	.12	.15
¼, galv....	.06	.11	.11	.11	.12	.14	.16	.18	.22
⅜, black...	.04	.06	.06	.06	.07	.08	.10	.12	.15
⅜, galv....	.06	.11	.11	.11	.12	.14	.16	.18	.22
½, black...	.05	.07	.07	.07	.08	.10	.12	.14	.16
½, galv....	.06	.11	.11	.11	.13	.16	.18	.22	.26
¾, black...	.06	.09	.09	.09	.09	.11	.13	.17	.18
¾, galv....	.08	.14	.14	.14	.14	.18	.21	.25	.32
1, black...	.08	.13	.13	.13	.13	.15	.18	.23	.25
1, galv....	.11	.19	.19	.19	.19	.24	.28	.34	.38
1¼, black...	.11	.11	.17	.17	.17	.20	.24	.29	.33
1¼, galv....	.17	.17	.29	.29	.29	.32	.38	.45	.52
1½, black...	.13	.13	.20	.20	.20	.25	.29	.36	.40
1½, galv....	.21	.21	.35	.35	.35	.39	.46	.54	.60
2, black...	.18	.18	.27	.27	.27	.32	.38	.50	.54
2, galv....	.27	.27	.47	.47	.47	.52	.61	.68	.75

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 60c lb.; 5-16, 50c; ⅜, 40c; 7-16, 35c; ½, 30c; 9-16, 30c; ⅝, 25c; ¾, 25c; ⅞, 20c; 1, 20c.
Hot Pressed U. S. S. Square, Tapped—Size ¼, 30c lb.; 5-16, 25c; ⅜, 20c; 7-16, 20c; ½, 15c; ⅝, 15c; ¾, 15c; ⅞, 15c; 1, 15c.
Wing, Tapped, U. S. S.—Size 3-16, 20c doz.; ¼, 25c; 5-16, 30c; ⅜, 35c; 7-16, 45c; ½, 60c; ⅝, $1.20.

OAKUM—Plumbers, 20c lb.; Navy, 35c lb.; Best Unspun, 40c lb.

OAR LOCKS—2-in., per pair, 45c; 2¼-in., per pair, 75c; 2½-in., per pair, 85c.

OIL—Boiled Linseed, $2.35 gal.

OILERS—

Copperized Steel—	
13	.85
14	.40
14B	.45
15A	.50
16	.55
Cannon Pump—Brass—	
11	2.50
12	2.75
13	3.25
Cannon Pump—Tin—	
1	1.50
2	1.75
2½	2.00
3	2.25
Felloe—	
3	1.75
4	1.85
5	2.00
6	2.15
Zinc, Chace's—	
00	.10
0	.10
1	.15
2	.20
3	.25
4	.30
5	.35
6	.40

OPENERS (CAN)—

No.	Each.	No.	Each.
4	$ .10	140	$ .15
16	.15	340	.30
100	.30		

OVENS, PORTABLE—Boss

No.	Each	No.	Each
012	$5.25	550	$5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection—		17 G	3.75
121 G	5.75	122 G	7.25
Pinney & Boyle—		33	3.25
13	3.00	37	3.75
17	3.50	37 G	3.85

PACKING—Sheet Rubber—Standard, 30c lb.; Rainbow, 90c; Italian Hemp, Common, 45c; Square Flax, braided, 75c; Piston Spiral Steam, High Pressure, $2.25; Steam or Water, Low Pressure, $1.25.

PADS—Sweat—No. 63 N12, Red Edge, $1.00; No. 146 A 12, Blue and White striped, $1.75.

PADLOCKS—Corbin

No.	Each	No.	Each
958	.25	1903	.50
2802¼	.35	9902	.65
2822¼	.50	9902 N C	.60
2869	1.00	21090	.75
2879	1.50	Yale—	
2880	1.75	223	.70
2881	2.25	225	.85
2883	3.00	453 J	.35
Miller—		453 X	.35
1	1.50	563	1.35
016	.25	565	1.55
18	.30	585	1.40
18 B	.35	635	1.35
19	.40	645 J	.55
21	.50	803	1.40
75	.50	805	1.50
76	.75	805½	1.75
78	.85	813	1.60
96	.50	815	1.50
96 C	.65	823	1.85
121	.50	833	2.10
5441	.85	843	2.65
Slaymaker—		853	2.80
1902	.60	8454	2.00

PAINT SUNDRIES—

Alcohol (Denatured)	Gal.
1 gallon	$1.10
5 gallon	.95
Alum, pwd, less than 100 pounds, lb.	.17
Benzine—	
New Cans, cased, gal.	48
Old Cans, uncased, gal.	30
Glue—	Lb.
No. 2 Gelatine	.50
Chicago White	.50
Lamp Black—Bear Brand—	
1-S, lb. pkg.	.40
½-S	.25
¼-S	.15
Oil	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Linseed, Boiled	2.35
Linseed, Raw	2.35
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.70
Paint, Dry Colors	
Burnt Umber	.11
Chrome Green, Med.	.30
Graphite	.06
Princess Metallic	.06
Raw Sienna	.11
Venetian Red	.04½
Yellow Ochre	.04
Paints, Ready Mixed 1st Grade, White—	
Gals.	Gal. 4.40
½-gals.	½-Gal. 2.30
Quarts	Qt. 1.25
Pints	Pt. .70
½-pints	½-Pt. .40
1st Grade, Colors—	
Gals.	Gal. 4.25
½-gals.	½-Gal. 2.25
Quarts	Qt. 1.20
Pints	Pt. .65
½-pints	½-Pt. .35
2nd Grade White or Colors—	
Gals.	Gal. 3.90
½-gals.	½-Gal. 1.60
Quarts	Qt. .95
Inside Floor—	
Gals.	Gal. 3.90
½-gals.	½-Gal. 1.60
Quarts	Qt. .95
Porch—	
Gals.	Gal. 4.25
½-gals.	½-Gal. 2.25
Quarts	Qt. 1.20
Tints, Kalsomine	Lb.
Barrels, 280 lbs.	.08½
Kegs, 100 lbs.	.09
100-lb. bulk	.09¼
25-lb. bulk	.09½
Less 25 lbs.	.10
100 lbs. 5-lb. pkgs.	.09½
Less 100 lbs. 5-lb. pkgs	.10
Kalsomine, White	
Bbls, 280 lbs.	.08
Kegs, 100 lbs.	.09
4 25-lb. pkgs. bulk	.09¼
25 lbs., bulk	.09½
Less 25 lbs.	.10
100 lbs., 5-lb. pkgs.	.09½
Less 100 lbs.	.10
Turpentine	Gal.
1 gallon	1.30
5 gallon	.97
Wax	Lb.
Johnson's	.70
Old English	.70

PANS—Acme Frying—

No. 00, each	$ .15		
No. 0, each	.25	No. 4, each	.45
No. 1, each	.30	No. 5, each	.50
No. 2 each	.35	No. 6, each	.55
No. 3, each	.40	No. 7, each	.65

PAPER—Asbestos: 1-16 and under, full roll, per lb., 13c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb. 25c; Asbestos Millboard, 30c per lb.

Building—	P & B	Imitation P & B
No. 1—500	3.00	2.25
No. 1—1000	5.50	4.50
No. 2—500	4.50	3.25
No. 2—1000	8.50	7.00
No. 3—500	6.00	5.50
No. 3—1000	11.00	10.00

Red Resin—17-lb., $1.20; 20-lb., $1.50; 25-lb., $2.00; 80-lb., $2.25.
Black Glazed—No. 1, 500 sq. ft. roll $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll $3.25; 1000 sq. ft. roll, $6.00.
Felt—Asphalt saturated, per lb. 4c; Deadening, per lb. 6c.
Insulating: No. 8, per roll $1.75; No. 10, per roll $2.35.

Roofing (Per square):	½-Ply.	1-Ply.	2-Ply.	3-Ply.
Aztec Smooth	2.20	2.50	3.25	4.00
Aztec Sanded	2.00	2.35	2.85	3.50
Cortez Sanded	....	2.00	2.50	3.10
Asbestos	....	3.75	4.00	4.25
Diamond Sanded	....	1.50	1.75	2.00
Rubber Flaxine	....	2.50	3.00	3.50
Rubber Sanded	....	2.00	2.50	3.00
Security Sanded	....	1.85	2.15	2.60

Sand and Emery (Per quire of sheets):

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.70	.80	.90
Aztec	.40	.45	.50	.60	.65	.70	.80
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

Sheathing: Red or gray—20-lb., 95c per roll; 25-lb., $1.15; 30-lb., $1.35.

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	3.35	3.85	2¾x4½	4.00	4.25
2¼x4½	3.50	4.00	2¾x5	4.15	4.50
2½x4½	3.65	4.25	2¾x5½	4.50	5.00
2½x5	3.75	4.35	3x5	4.50	5.00
2½x5½	3.85	4.50			

PERCOLATORS, COFFEE—Universal—

	Each		Each
44	$4.00	58	5.50
46	4.50	64	5.00
48	5.00	66	5.50
52	4.25	69	6.25
54	4.50	74	5.50
56	5.00	76	6.00

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RETAIL SELLING PRICES—Continued.

	Each.		Each.
79	6.75	1308	4.75
614	6.75	1310	5.00
714	7.25	1404	4.75
464	5.50	1406	5.00
466	6.00	1408	5.25
469	6.75	1410	5.50
474	6.00	1504	4.25
476	6.50	1506	4.50
479	7.25	1508	4.75
1204	3.75	1510	5.25
1206	4.00	1704	4.25
1208	4.25	1706	4.50
1210	5.00	1708	4.75
1804	4.25	1710	5.25
1806	4.50		

Percolator Tops, 10c each.

PICKS—Drifting, 3-lb. $1.35 each; 4, $1.50; 4½, $1.65; 5, $1.75; 5½, $1.85; 6, $2.00.
Railroad—5-lb., $1.50 each; 6, $1.65; 6½, $1.65; 7-8, $1.75.
Contractors—8-9 lbs., $2.25.

PINS—Clothes—C—Common, 3c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

PIPE—Gas and Water (black)—⅛ inch, 6c foot; ¼ inch, 7c; ⅜ inch, 7c; ½ inch, 9c; ¾ inch, 11c; 1 inch, 16c; 1¼ inch, 22c; 1½ inch, 27c; 2 inch, 35c.
Galvanized—⅛ inch, 8c foot; ¼ inch, 9c; ⅜ inch, 9c; ½ inch, 11c; ¾ inch, 14c; 1 inch, 20c; 1¼ inch, 27c; 1½ inch, 35c; 2 inch, 45c.

PIPE, STOVE—Nested, full joints—Size, 3-inch, 25c joint; 4-inch, 30c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c; 8-inch, Japan, 35c; 4-inch, 40c; 5-inch 45c. 8-inch Galvanized, 40c; 4-inch, 45c; 5-inch 50c; 6-inch, 55c.
Half Joints—Size, 5-inch, 15c joint; 6-inch, 20c.
Taper Joints—Size, 6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c joint.

PIPE FITTINGS—Price, each.

	¼, ⅜-in. Blk.	¼, ⅜-in. Gal.	½-in. Blk.	½-in. Gal.	¾-in. Blk.	¾-in. Gal.	1-in. Blk.
Bushings	$ .05	$ .10	$ .05	$ .10	$ .05	$ .10	$ .10
Caps	.05	.10	.05	.10	.10	.15	.15
Couplings	.10	.10	.10	.15	.15	.15	.20
Crosses	.10	.15	.15	.25	.25	.35	.40
Elbows, 90 Deg.	.05	.10	.10	.10	.15	.10	.15
Elbows, 45 Deg	.05	.10	.10	.10	.15	.20	.20
Elbows, Reduc'g	.10	.15	.15	.15	.15	.25	.20
Elbows, street	.05	.10	.10	.15	.15	.25	.20
Floor Flanges	.20	.35	.20	.45	.25	.50	.25
Lock Nuts	.05	.05	.05	.10	.10	.15	.15
Plugs	.05	.05	.05	.05	.05	.10	.05
Reducers	.05	.10	.10	.15	.15	.20	.20
Return Bends	.15	.25	.20	.35	.25	.35	.45
Tees	.10	.10	.15	.20	.10	.20	.15
Unions	.15	.25	.15	.25	.20	.30	.25
Waste Nuts	.05	.10	.05	.10	.10	.15	.10

	1-in. Gal.	1¼-in. Blk.	1¼-in. Gal.	1½-in. Blk.	1½-in. Gal.	2-in. Blk.	2-in. Gal.
Bushings	.15	.10	.15	.10	.20	.15	.30
Caps	.20	.15	.30	.20	.35	.35	.55
Couplings	.20	.20	.25	.25	.30	.35	.40
Crosses	.60	.45	.70	.50	.80	.85	1.35
Elbows, 90 Deg.	.20	.25	.30	.30	.35	.45	.65
Elbows, 45 Deg.	.30	.35	.55	.40	.60	.60	.90
Elbows, Reduc'g	.30	.25	.45	.30	.55	.60	1.00
Elbows, street	.30	.25	.45	.30	.55	.60	1.00
Floor Flanges	.50	.30	.60	.40	.80	.55	1.15
Lock Nuts	.20	.15	.25	.15	.25	.25	.40
Plugs	.10	.05	.15	.10	.20	.10	.25
Reducers	.30	.20	.35	.25	.45	.40	.65
Return Bends	.65	.55	.95	.70	1.15	1.00	1.80
Tees	.25	.25	.45	.30	.60	.55	1.05
Unions	.40	.35	.55	.45	.70	.55	.85
Waste Nuts	.15	.15	.25	.40	.55	.55	.80

Nipples	¼, ⅜-in. Blk.	¼, ⅜-in. Gal.	½-in. Blk.	½-in. Gal.	¾-in. Blk.	¾-in. Gal.	1-in. Blk.
Close	.05	.05	.05	.05	.05	.05	.10
Long	.05	.10	.05	.10	.05	.10	.10
4-in. Long	.05	.10	.05	.10	.08	.15	.10
5-in. Long	.05	.10	.10	.10	.10	.10	.10
6-in. Long	.08	.10	.10	.15	.10	.15	.15

	1-in. Gal.	1¼-in. Blk.	1¼-in. Gal.	1½-in. Blk.	1½-in. Gal.	2-in. Blk.	2-in. Gal.
Close	.10	.10	.10	.10	.15	.15	.20
Long	.15	.10	.20	.15	.25	.20	.30
4-in. Long	.15	.15	.20	.20	.25	.25	.35
5-in. Long	.15	.15	.20	.20	.25	.25	.35
6-in. Long	.20	.20	.25	.20	.30	.25	.40

PIPE FITTINGS (STOVE)—Caps, No. C 15, 50c each; C 16, 60c each.
Collars, No. 013, 014, 12½c; 25, 25½, 26, 10c ea.; 27, 15c ea. Cylinders, No. 54 (1508), 85c each; 64 (1608), $1.05 each; 65 (1612), $1.15 each; 75, $1.25 each.
Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 30c each.
Elbows—No. 3 Corg., 20c each; 4, 25c; 5, 25c; 6, 30c; 7, 35c; 3 Adj. 4 Pc, 30c; 4, 35c; 5, 35c; 6, 40c; 3-inch Adj. Galvd., 30c; 4-inch, 35c; 5-inch, 40c; 6-inch, 45c; No. 3 Corg. Jap., 30c; 4, 35c.
Flue Stops, Nos. 1 and 36, 15c each; 3, 15c each; 30, 15c each; 40, 20c each.
Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—AUTOMATIC—
Colts—No. A252 (CA25), $16.50 each; A252NP (CA25P), $18.50; A328¾ (CA32), $20.35; A3803¾ (CA380), $20.35; 384½ (CA384½), $29.70; 386 (CA386), $25.00; 455 (CA455), $25.30.
Smith & Wesson—SW35, $31.50 each.
Savage—SA32, $20.35 each.
H. & R.—HRA25, $15.40 each; HRA32, $19.25.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $13.50.

PLANES—Wood Smooth, $1.25 each; Wood Jack, $1.50.
Block-Bailey—No. 9½, $2.40 each; 9¾, $2.75; 15, $2.50; 16, $2.60; 17, $2.75; 18, $2.75; 19, $2.85.
Block, Stanley—No. 60, $2.65 each; 60½, $2.40; 61, $2.40; 65, $3.15; 100, 60c; 101, 50c; 102, 85c; 103, $1.20; 110, $1.25; 120, $1.75; 130, $1.75; 131, $2.75; 203, $1.40; 220, $1.75.

Iron, Bailey—No. 2, $4.25 each; 3, $4.50; 4, $4.75; 4½, $5.25; 5, $5.25; 5½, $6.00; 6, $7.00; 7, $8.00; 8, $10. No. 2C, $4.50 each; No. 3C, $4.75; No. 4C, $5.00; No. 4½C, $5.50; No. 5C, $5.50; No. 5½C, $6.50; No. 6C, $7.50; No. 7C, $8.50; 8C, $10.75.

Iron, Stanley—No. 602, $4.50 each; 603, $4.85; 604, $5.25; 604½, $6.00; 605, $6.00; 605½, $6.75; 606, $7.75; $607, $8.75; 608, $10.50. No. 602C, $4.75 each; 603C, $5.15; 604C, $5.50; 604½C, $6.50; 605C, $6.50; 605½C, $7.25; 606C, $8.25; 607C, $9.50; 608C, $11.25.

All Wood—Plain, No. 15W, $1.35; 21W, $2.25; 27W, $2.50; 029W, $2.65. Razee, No. 17W, $1.50; 23W, $2.65; 29W, $3.00.

Wood Bottom, Bailey—No. 22, $3.00 each; 23, $3.00; 24, $3.00; 26, $3.50; 27, $3.85; 28, $4.25; 29, $4.40; 30, $4.65; 31, $4.65; 32, $5.00; 35, $3.75; 36, $4.25.
Rabbet—No. 10, $7.00 each; 10½, $5.85; 75, 90c; 90, $4.25; 92, $4.25; 93, $5.00; 190, 191, 192, $3.85.

PLATES—GAS HOT—
Griswold—No. 601, $3.50 each; 602, $6.00; 603, $8.75; 702, $8.00; 702N, $9.50; 703, $11.50; 703N, $13.00; 722, $9.50; 722N, $11.00; 723, $12.50; 723N, $14.50; 1001, $1.75; 1002, $3.75; 1003, $6.25.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4½-inch, $1.75; 5½, $2.25; 7½, $2.75. No. 201 or 312, 5-inch, $2.25; 6, $2.35; 7, $2.75; 8, $3.00; 9, $3.50.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Wood, Stanley or Disston—No. 00, $1.35 each; 0, $1.50; 2, $2.00; 3, $2.50; 13, $3.00; 25, $4.00; 30, $3.25; 35, $3.90; 45½, $4.35; 90, $4.00; 93, $4.75; 95, $7.50; 98, $4.00; 101, $3.00; 102, 75c; 104, $1.00 6012, $2.25; 6018, $3.00; 6024, $3.50; 6521, $2.25; 6518, $2.85; 6524, $3.25.

POINTS AND CHUCKS—

For 30 and 31	$ .75	8-inch	.95
For 35	.50	10-inch	1.10
Nos. 11 and 15, 2-in.	.55	No. 75	3.25
3-inch	.60	No. 60	1.00
4-inch	.65	No. 80	.85
5-inch	.75	No. 81	.95
6-inch	.85		

POLISH (FURNITURE)—Calol, ½ pint, 30c each; 1 pint, 40c; 1 quart, 60c; ½ gallon, $1.00; 1 gallon, $1.75; 5 gallons, $7.00.

Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, $1.00. O-Cedar, 4 ounce, 25c each; 12 ounce, 50c; quart, $1.00; ½ gallon, $1.75; gallon, $3.00.
Johnson's Prepared Wax, 5 ounce, 35c each; 1 pound, 75c; 2 pound, $1.40; 5 pound, $3.00.
Metal—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart $1.25.

Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.

Stove—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, $1.40; 01, Black Eagle, 40c; 95 Black Eagle, $1.40; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 15c; 1, Rising Sun, 15c.

Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.
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Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, $1.40; 01, Black Eagle, 40c; 95 Black Eagle, $1.40; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 15c; 1, Rising Sun, 15c.

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RETAIL SELLING PRICES—Continued.

POTS—Fire.

Gasoline, C. & L.			
1	$19.00	8 Quart	1.25
5	17.00	10 Quart	1.50
21	14.50	12 Quart	1.75
71	19.00	16 Quart	2.00
72	17.00	Tin—	
221	22.50	4 Quart	.60
Watering Galvanized		6 Quart	.75
4 Quart	1.00	8 Quart	1.00
6 Quart	1.15	10 Quart	1.15

PULLERS—Nail—Rex, $2.00 each; Rex. Jr., $1.75; Red Devil, $2.75; Morrill's, $2.75; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ½ inch, 10c each; ⅝, 10c; ¾, 10c; 1, 15c; 1¼, 25c; 1½, 40c. No. 370, ⅝ inch, 25c each; 1, 40c each.
Brass side, No. 1150, ½ inch, 20c each; ⅝, 20c each. No. 1170, ½ inch, 25c each; ⅝, 30c each.
Brass Upright, No. 500, 25c each.
Clothes Line, No. 610, 2 15c each; 2½ 20c; 660, 15c; 670, 15c; 1610, 2 15c; 2½, 25c; 1660, 20c; 1670, 25c; 6350 G, 35c; 6500, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, 85c; 1651, $2.25.

PULLEYS—Frame—No. 4 Ottumwa per doz., 80c; No. 5, 85c; No. 9, 85c; No. 105, 80c; No. 109, 80c.

PUMPS—P. S.—1, $3.50; 2, $4.00; 3, $4.50; 4, $5.00.

PUTTY—Per lb., 10c.

RAIL (HOUSE DOOR)—

Prouty			
No. 5	Foot, $ .16		
Richards-Wilcox			
No.	Foot	No.	Foot
9	$ .12	16,019	$ .50
132, 0132	.50	150	.10

RASPS—Flat wood, 8-inch., 60c; 10, 80c; 12, $1.05; 14, $1.45; 16, $1.85. Half round wood, 8-inch, 65c each; 10, 85c; 12, $1.15; 14, $1.50; 16, $2.00; Half round cabinet, 8-inch, 80c each; 10, $1.05; 12, $1.40; 14, $1.80. Horse, Hellers plain, 12-inch, 65c; 14, 80c; 16, $1.05. Horse Hellers flanged, 14-inch $1.05; 16, $1.50.

RAZORS (SAFETY)—

Eveready			
No.		No.	
700, each	$1.00	706 B, Blades, Pkg.	.40
2, each	3.00		
Gem			
800, each	1.00	800 B, Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, Blades, Pkg.	.25
Durham Domino			
1000, each	1.00	1000 B, Blades, Pkg.	.50
Gillette			
00, each	7.50	480, each	5.00
460, each	5.00	500, each	5.00
460 B, each	5.00	500 B, each	6.00
470, each	5.00	501, each	5.00
501 B, each	6.00	6 X B Blades, pkg.	.50
12 X B Blades, pkg	1.00		
Auto Strop			
1, set	5.00	2541, set	5.00
15, set	6.00	600 B Blades, pkg.	1.00
25, set	6.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose: No. 1 Wire, $1.25 each; No. 60, Wood, $1.75.

REGISTERS—

Jap 6x 8	1.55	White 6x 8	1.85
Jap 8x10	1.65	White 8x10	2.00
Jap 10x12	2.40	White 10x12	2.90
Jap 10x14	3.15	White 10x14	3.80
Jap 12x14	4.35	White 12x14	5.25

REGISTER FACES—

Jap 6x 8	1.00	White 6x 8	1.30
Jap 8x10	1.10	White 8x10	1.45
Jap 10x12	1.70	White 10x12	2.20
Jap 10x14	2.20	White 10x14	2.85
Jap 12x14	2.80	White 12x14	3.65

REVOLVERS—

Colts, Model	Each.		Each.
Police Positive	$23.10	304 B	14.30
Police Positive Special	24.20	323 B	13.75
Police Positive Target	25.30	324	13.75
Army Special	25.30	324 B	14.30
New Service	27.50	343, 353	14.30
Single Action	24.20	343 B, 353 B	14.85
Harrington & Richardson		344, 354	14.85
203, 223	$8.80	344 B, 354 B	15.40
208 B, 228 B	9.35	364 B	15.40
204, 224	9.35	365 B	15.70
204 B, 224 B	9.90	Smith & Wesson—	
263, 273	9.90	1905 Military, Police	30.50
263 B, 273 B	10.45	Regulation Police	28.50
264, 274	10.45	1903 Hand Ejector	27.00
264 B, 274 B	11.00	38 S. & W. Perfected	22.00
Iver Johnson		1908 Military	27.00
300, 303, 323	13.20	1911 Target	31.25
300 B, 303 B	13.75	New Departure 32	25.00
304	13.75	New Departure 38	27.00

RIFLES—No. and Model—

Daisy Air—	Each		
25	$4.00	1904 TD—Single Shot	8.25
40	4.00	1914 TD—Ham'rless	24.75
8	2.75	Stevens—	
30	2.50	Little Scout	5.50
11	1.50	Crack Shot	7.25
12	1.35	Marksman	9.00
King Air—		Favorite	10.50
4	2.25	70 TD—.22	16.50
5	2.65	Winchester—	
21	1.35	1886 SF—Round Brl.	38.50
22	1.50	TD—Round Brl.	44.95
Marlin—		1890 TD—Oct. Fancy	46.55
20 TD—Octagon Brl.	18.50	TD—Oct. Plain.	24.10
27 TD—Round Brl.	21.80	1892 SF—Round Brl.	27.30
TD—Octagon Barrel.	24.55	SF—Oct. Brl.	28.90
29 TD—Round Brl.	15.60	Carbine	25.15
1897 TD—Round Brl.	22.75	TD—Oct. Brl.	37.45
TD—Octagon Barrel.	24.80	1894 SF—Round Brl.	29.40
Remington—		SF—Oct. Brl.	31.55
4 TD—Octagon Brl.	11.75	SF—Carbine	27.30
6 TD—Round Brl.	8.10	TD—Oct. Brl.	37.70
8 A TD Round Brl.	48.15	1895 SF	40.65
12 TD—Round Brl.	19.40	1895—Govt. Model	43.85
TD—Octagon Brl.	21.50	1895 TD	47.10
14 A TD—Standard.	34.90	1902 TD—.22	8.25
TD—Carbine	34.80	1903 TD—Plain	34.25
16 A TD—Standard.	34.80	TD—Fancy	59.95
Savage—		1904—TD—.22	9.90
1899 TD—Feath'wt.	42.35	1906 TD	21.95
1899 SF	36.80	1907 TD	51.35

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 9S 10c box.
Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.		½ Lbs.	Lbs.
7—St'r Lgths	.35	.65	7—Asst.		.40	.70
8 "	.40	.70	8 "		.40	.75
9 "	.40	.70	9 "		.45	.75
10 "	.40	.75	10 "		.45	.80
12 "	.45	.80	12 "		.50	.85

Copper Iron, with Burrs—08 Asst., 25c ½-lb. box; 010, 30c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 27c lb.; 4, 5, 25c; 6, 7, 8, 23c; 10, 23c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, 70c lb.; ¼ to 5-16, 70c lb.; ⅜ to ¾, 70c; ⅞ to 1, 75c.
Manila—Base, 40c lb.
Sisal—Base, 35c lb.

RULES, Boxwood—Lufkin Stanley—No. 171, (36) 50c each; No. 372 (36½) 70c; 378 (3) $1.15; 386 (32) 70c; 388 (32½) 95c; 465 (69) 20c; 488 (57) 60c; 651 (68) 20c; 702 (18) 40c; 751 (61) 30c; 752 (70) 40c; 762 B (7) $1.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 3851 Y (66) 60c; 3861 (66¼) 70c; 3881 (66¾) $1.40.

Rules, Steel—B 85, Blacksmiths, $1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, $1.50; 4143, 4643, $2.25; 4144, 4644, $3.00.

RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), $1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c.

SAWS, DISSTON—

No.	18-in.	20-in.	22-in.	24-in.	26-in.	28-in. Rip
7	$1.90	$2.00	$2.15	$2.25	$2.35	$2.60
D-8 and 1874	2.35	2.50	2.60	2.70	2.85	3.10
16	2.35	2.50	2.60	2.70	2.85	3.10
12	2.70	2.85	3.05	3.25	3.45	3.70
112	2.80	2.95	3.20	3.35	3.60	3.85
D-21 and 22	2.50	2.65	2.85	3.05	3.25	3.50
D-20 and 23	....	....	2.85	3.05	3.25	3.50
D-100	2.50	2.65	2.85	3.05	3.25	3.50
120	3.15	3.25	3.40	3.60	3.75	4.00
D-115 and 15	3.80	3.90	4.05	4.20	4.40	4.65

SAWS—One Man—Cross-cut—

	Simonds	Disston	Chinook		Chinook
3½ ft.	$3.35	$3.50	6 ft.	$9.60	5½ $5.75
4 ft.	3.85	4.00	6½	10.80	6 6.50
4½ ft.	4.30	4.50	7	12.00	6½ 7.30
5 ft.	4.80	5.00	7½	18.25	7 8.15
					7½ 9.50

Simonds Felling same price as Chinook.

Atkins No. 400 and 401—			
28 in.	$6.85	22 in.	$4.85
26 in.	5.50	20 in.	4.40
24 in.	5.20	18 in.	4.15
Atkins No. 68 and 69—			
28 in.	$3.60	22 in.	$2.70
26 in.	3.15	20 in.	2.50
24 in.	2.90	18 in.	2.20
Atkins No. 53, 51 and 65—			
28 in.	$3.30	22 in.	$2.60
26 in.	2.90	20 in.	2.40
24 in.	2.75	18 in.	2.10

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RETAIL SELLING PRICES—Continued.

Back	
12-inch	2.50
14-inch	2.85
16-inch	3.25
22-inch	4.00
24-inch	4.25
26-inch	4.75
28-inch	5.50

Butcher No. 10	
16-inch	1.50
18-inch	1.65
20-inch	1.75
22-inch	1.85

Compass No. 2	
10-inch	.70
12-inch	.75
14-inch	.80
16-inch	.85

Kitchen No. 2	
12-inch	.50
14-inch	.55
16-inch	.60

Mitre	
24-inch	4.25
26-inch	4.75
28-inch	5.50

Nest, Complete	
No. 3	2.00

Pruning	
No. 50 California, 12-in.	1.00
No. 50 California, 14-in.	1.15
No. 51 California, 12-in.	1.50
No. 51 California, 14-in.	1.65
Disston No. 9, 14-in.	2.25
Disston, No. 10, 14-in.	2.50

Buck—

Com Sgl Brace V tooth	1.35
Com Dbbl Brace Tuttle tooth	2.25
Com Dbl Brace V tooth	2.00

SAW CLAMPS—No. 3, $1.85; 0, $1.25. Went 2, $2.75. Perfection, $1.25; No. 10, $1.60; 3W, $2.50; II, with guide, $3.25. Bishops' No. 750, 85c; N33, $2.25; 3 Disston, $4.50; Stearns, No. 105, $2.75; 200, $1.65.

SAW SETS—

201 G. & P.	**$1.00**
Spec. Morrill	**1.10**
105 Morrill	**.60**
1 Morrill	**1.00**
10	**1.00**
77	**.60**

X Cut—

Morrill No. 3	**$1.35**
Baker No. 3	**2.25**
Colonial	1.25
7 Taintor	**1.10**
28 Triumph	**1.25**
Hammer	**.85**
Lever	**.25**

SAW TOOLS—

Clipper Outfit	**$ .75**
Morin Raker Gauge—	
No. 1	**1.00**
No. 6	**1.85**
No. 9	**1.50**
Atkins Raker Swage	**.40**
5-M Tooth Gauge	**.15**
Jointers Pikes Perf	**.60**
Jointers No. 7 Sterns	**.65**
Morin No. 2	**2.25**
Morin No. 2½	**2.75**
Morin No. 3	**1.00**
Setting Tool Disston—	
No. 100	**.65**
No. 4 Setting Blocks—	
No. 4 Blocks, Morin	**1.00**
Swages No. 0 Disst	**4.50**
Swages, Whitings	**1.00**
Atkins, Rex	**1.00**
Atkins Excelsior	**.75**

SCALES—Family, No. 11021, $3.50 each; 1102, $3.00 each; Peddlers, No. 101, $4.00 each; 103, $4.25 each; 115, $4.75 each; 485E, $5.00 each.
Spring Balance, No. 50, 30c each; 51, 55c; 87, $5.00; 202, $4.75.

SCISSORS—Cast, No. 10, 50c each; No. 44, 7¼ inch, 50c; 8½ inch, 55c; No. 240, 4 inch, 25c; 4½ inch, 30c; No. 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; No. 320, 70c; No. 350, 65c.
Wiss, No. 4 B H, $1.25 each; 5 B H, $1.30; 4 R, $1.35; 54½, 95c; 55, $1.00; 55½, $1.05; 56, $1.10; 56½, $1.15; 57, $1.20; 154½, $1.10; 155, $1.15; 155½, $1.20; 156, $1.25; 156½, $1.35; 157, $1.45; 364, $1.20; 364½, $1.25; 365, $1.30; 366, $1.45; 463, $1.10; 463½, $1.15; 464, $1.20; 573, $1.45; 573¾, $1.60; 574¼, $1.65; 663, $1.45; 663½, $1.60; 664, $1.65; 763, $1.05; 763½, $1.10; 764, $1.15; 764½, $1.20; 765, $1.25; 765½, $1.30; 766, $1.35; 773, $1.10; 773½, $1.15; 774, $1.20; 814, $1.20; 814½, $1.25; 815, $1.30; 815½, $1.35; 816, $1.45.

SCOOPS—Long Handle, No. A 4 L, $2.25 each; A 6 L $2.40; 744 L, $2.50; 746 L, $2.60
D Handle, No. 1 A F, $1.90 each; 2, $2.00; 3, $2.00; 4, $2.15; 5, $2.25; 6, $2.40; 7, $2.50; 8, $2.60; 9, $2.75; 10, $2.90; 742, $2.25; 743, $2.40; 744, $2.50; 745, $2.60; 746, $2.75; 747 $2.90; 748, $3.00; 749, $3.15; 750, $3.25.
The last figure in the number of a scoop shows its size.

SCREWS—Cap and Set—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.25	.30	.30	...
4	.25	.30	.35	.35	.40
6	.30	.35	.40	.45	.55
8	.50	.55	.60	.65	.80
10	.65	.75	.90	1.00	1.25
12	.90	1.00	1.10	1.25	1.50
14	1.10	1.30	1.50	1.65	2.00
16	1.75	1.95	2.10	2.30	2.65
18	2.25	2.45	2.70	2.95	3.45
20	2.75	3.00	3.30	3.60	4.20

Size.	1¼-in.	1½-in.	1¾-in.	2-in
4	.55	.65	.85	1.00
6	.75	.90	1.15	1.40
8	.95	1.15	1.40	1.60
10	1.40	1.60	1.85	2.10
12	1.70	1.95	2.25	2.55
14	2.25	2.50	2.80	3.10
16	2.95	3.30	3.75	4.20
18	3.75	4.15	4.65	5.15
20	4.80	5.40	6.00	6.60

Iron, Flat or Round Head—

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.15	.15	.15	.20	...
4	.15	.15	.15	.20	.25
6	.15	.20	.20	.20	.30
8	.20	.20	.25	.25	.35
10	.30	.30	.30	.35	.40
12	.35	.35	.40	.40	.45
14	.40	.45	.45	.50	.60
16	.50	.55	.60	.60	.65
18	.65	.70	.75	.80	.90
20	.85	.90	.95	1.00	1.10

Size	1¼-in.	1½-in.	1¾-in.	2-in.
4	.25	.30	.40	.45
6	.30	.35	.45	.55
8	.35	.40	.50	.60
10	.50	.60	.65	.75
12	.55	.65	.70	.80
14	.65	.75	.85	1.00
16	.80	.95	1.15	1.30
18	1.10	1.25	1.40	1.60
20	1.25	1.45	1.60	1.80

Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.30	.35	.40	.45	.60
⅞	.30	.35	.40	.45	.60
1	.35	.35	.40	.50	.60
1¼	.35	.40	.45	.55	.65
1½	.40	.40	.45	.60	.70
1¾	.40	.45	.50	.60	.75
2	.45	.50	.55	.65	.85
2¼	.50	.55	.55	.70	.90
2½	.55	.60	.60	.75	.95
3	.65	.70	.75	.85	1.05
3½	...	...	...	...	1.25
4	...	...	...	...	1.40

Lgth (ins)	⅝-in.	¾-in.	⅞-in.	1-in.
1	.95	1.30	1.90	....
1¼	.95	1.35	1.90	....
1½	1.00	1.40	1.90	....
1¾	1.10	1.50	2.00	2.30
2	1.15	1.60	2.15	2.55
2¼	1.25	1.70	2.30	2.75
2½	1.40	1.80	2.40	3.00
3	1.55	2.10	2.70	3.50
3½	1.75	2.40	3.00	3.95
4	2.00	2.75	3.40	4.35

S. A. E. Thread, Steel—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.35	.40	.45	.65	.70
⅞	.35	.45	.50	.65	.75
1	.40	.45	.50	.70	.75
1¼	.40	.50	.55	.75	.80
1½	.45	.50	.55	.80	.90
1¾	.45	.55	.60	.85	.95
2	.50	.60	.65	.95	1.05
2¼	.60	.65	.70	1.00	1.15
2½	.65	.75	.75	1.10	1.20
2¾	.75	.80	.85	1.15	1.30
3	.80	.85	.90	1.20	1.35
3½	.90	.95	1.10	1.40	1.55
4	1.00	1.10	1.25	1.60	1.75

Lgth (ins.)	9-16-in.	⅝-in.	¾-in.
¾	1.20	....	....
⅞	1.20	....	....
1	1.20	....	....
1¼	1.20	....	....
1½	1.30	1.50	2.50
1¾	1.40	1.60	2.50
2	1.50	1.75	2.65
2¼	1.60	1.85	2.85
2½	1.75	1.95	3.00
2¾	1.85	2.15	3.15
3	1.95	2.30	3.35
3½	2.20	2.60	3.80
4	2.55	3.00	4.25

Set Screws—

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
½	.15	.20	.20	.30	.30
¾	.20	.20	.25	.30	.35
—	.20	.25	.25	.30	.35
1	.20	.25	.25	.30	.35
1¼	.20	.25	.25	.35	.40
1½	.25	.25	.30	.40	.45
1¾	.25	.30	.35	.45	.55
2	.30	.35	.40	.50	.60
2¼	...	.40	.45	.55	.65
2½	...	.45	.50	.65	.75
3	...	...	...	...	.85

Lgth (ins)	⅝-in	⅜-in.	⅞-in.	1-in.
—	.55	...	...	...
1	.55	...	...	...
1¼	.65	1.05	1.50	...
1½	.70	1.15	1.60	2.10

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RETAIL SELLING PRICES—Continued.

SCREWS—Continued—

1½	.75	1.25	1.70	2.30
2	.85	1.30	1.85	2.50
2¼	.90	1.40	2.00	2.70
2½	1.00	1.50	2.15	2.90
3	1.15	1.70	2.45	3.25
3½	1.30	1.85	2.75	3.65
4	1.50	2.10	3.00	4.00

Woodscrews—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Brass, Flat or Round Head—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0	.50	.50	.55	...	...	...	...
1	.50	.55	.55	...	...	...	...
2	.55	.55	.60	...	...	...	...
3	.55	.60	.60	.65	.70	.90	1.00
4	.60	.65	.65	.70	.75	.95	1.05
5	.65	.70	.70	.80	.85	.95	1.05
6	...	.70	.80	.85	.95	1.00	1.10
7	...	.80	.90	.95	1.05	1.15	1.25
8	...	.90	1.00	1.10	1.20	1.35	1.50
9	...	...	...	1.25	1.40	1.50	1.70
10	...	...	...	1.45	1.60	1.75	1.90
11	...	...	...	1.60	1.80	2.00	2.20
12	...	...	...	...	2.00	2.25	2.50
13	...	...	...	...	...	...	2.75
14	...	...	...	...	...	...	3.05
15	...	...	...	...	...	...	3.35
16	...	...	...	...	...	...	4.00

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
6	1.40	...	...	...	...	...	...
7	1.50	1.95	2.40	3.15	...	...	...
8	1.70	2.00	2.50	3.20	...	...	...
9	1.95	2.20	2.55	3.25	...	5.65	...
10	2.10	2.50	2.85	3.35	4.20	5.70	...
11	2.40	2.80	3.20	3.70	4.30	5.75	8.30
12	2.80	3.20	3.65	4.10	4.75	5.80	8.40
13	3.20	3.55	4.00	4.55	5.30	5.95	8.50
14	3.50	4.00	4.40	5.10	5.90	6.45	8.65
14	3.95	4.55	5.20	5.85	6.45	7.10	8.75
16	4.35	5.00	6.25	6.45	7.15	...	...
17	...	5.50	...	7.00	7.80	...	...
18	...	6.50	...	8.50	9.25	...	...

Flat Head, Bright—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.25	.25	...	...	...	...	...
3	.25	.25	.25	.25	.25	.25	.25
4	.25	.25	.25	.25	.25	.25	.25
5	...	.25	.25	.25	.25	.25	.25
6	...	.25	.25	.25	.25	.25	.30
7	...	.25	.25	.25	.25	.30	.30
8	...	.25	.25	.30	.30	.30	.30
9	...	.30	.30	.30	.30	.30	.35
10	...	...	.30	.30	.35	.35	.35
11	...	...	.35	.35	.35	.40	.40
12	...	...	.35	.35	.40	.40	.40
13	...	...	...	.40	.40	.45	.50
14	...	...	...	.40	.45	.45	.50
15	...	...	...	...	.50	.55	.60
16	...	...	...	...	.55	.60	.75
17	...	...	...	...	...	...	.80
18	...	...	...	...	...	...	.85
20	...	...	...	...	...	...	1.05

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.25	.30	...	...	...	...	...
4	.30	.30	...	...	...	...	...
5	.30	.35	.40	.45	.50	.60	...
6	.30	.35	.40	.45	.50	.60	.90
7	.35	.35	.45	.45	.50	.65	.90
8	.35	.40	.45	.50	.55	.65	.90
9	.35	.40	.45	.50	.55	.70	.95
10	.40	.40	.50	.55	.60	.70	.95
11	.40	.45	.50	.60	.60	.75	.95
12	.45	.50	.55	.60	.65	.80	1.00
13	.50	.55	.60	.65	.70	.80	1.05
14	.55	.60	.70	.75	.80	.85	1.05
15	.65	.70	.80	.85	.95	1.00	1.15
16	.75	.85	.90	.95	1.05	1.05	1.25
17	.85	.95	1.05	1.10	1.15	1.25	1.45
18	1.00	1.15	1.20	1.25	1.40	1.45	1.65
20	1.20	1.30	1.35	1.45	1.60	1.75	1.95

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo)—

¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—

	¼, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in	
	Doz.	100	Doz.	100	Doz.	100	Doz.	100	Doz.	100
1	.30	2.00	...	...	...	...	...	...	...	...
2	.35	2.15	.40	2.60	.55	3.65	...	...	...	...
2½	.40	2.35	.45	2.85	.60	4.00	1.00	5.85	...	...
3	.45	2.55	.45	3.10	.65	4.30	1.05	6.25	1.50	8.85
3½	.45	2.95	.50	3.35	.70	4.55	1.10	6.70	1.60	9.50
4	.45	2.90	.50	3.35	.80	4.90	1.20	7.15	1.75	10.10
4½	.45	3.10	.55	3.80	.90	5.25	1.30	7.60	1.90	10.75
5	.50	3.25	.60	4.00	.95	5.60	1.40	8.00	2.00	11.35
5½	.50	3.45	.65	4.25	1.00	5.90	1.50	8.50	2.10	12.00
6	.55	3.60	.70	4.50	1.05	6.25	1.60	9.00	2.20	12.60
6½	...	...	.75	4.75	1.10	6.60	1.70	9.45	2.25	13.25
7	...	...	.80	5.00	1.20	6.90	1.75	9.85	2.35	13.90
7½	...	...	.85	5.25	1.25	7.20	1.85	10.30	2.45	14.50
8	...	...	.90	5.40	1.30	7.55	1.90	10.75	2.60	15.25
9	...	...	...	...	1.40	8.20	2.00	11.65	2.75	16.50
10	...	...	...	...	1.50	8.85	2.15	12.50	3.00	17.75

SCREW DRIVERS—Machinists, No. 51, 50c each; 51½, 70c; 52, 80c; 52½, $1.00; 53, $1.10; 53½, $1.35; 54, $2.35; 210, $1.75; 215, $2.25; 218, $2.50.

Yankee Ratchet—No. 11, 2-inch, 55c each; 3, 65c; 4, 75c; 5, 85c; 6, 95c; 8, $1.10; 10, $1.35. No. 12, 90c. No. 15, 2-inch, 60c; 3, 65c; 4, 70c; 5, 75c. No. 30, $2.60; 31, $3.50; 35, $2.00; 60, 95c; 130, $3.00.

SCREW DRIVERS—G. & P.—367—1¾, 35c; 3, 40c; 4, 45c.

SCYTHES—Bush—

No.	Each.
400	2.40
450	2.25

Weed—

300	2.40
350	2.25

Grass—

No.	Each.
200	2.35
250	2.25
100	2.35
150	2.25

SHEARS—Grass	Each		Each
1	$ .45	0267	.85
26	.50	460	.60
6½	.70	07½	.90
097	1.80	11 G	1.50

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $6.25; Galv., 26, $9.50; 28, $8.50. Rockface Siding, $9.50.

SHEETS—STEEL—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 14c cut, 10c full sheet.

Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 16c cut, 12c full sheet.

SHIELDS—

Expansion—Sebco—

3-16, each	.06
¼, each	.07
5-16	.08
⅜	.09
7-16	.11
½	.15
⅝	.17
¾	.25

1	.40

Lead—

⅛x¾	.04
3-16x¾	.04
3-16x1	.04
¼x¾	.06
¼x1	.06
5-16x1	.06

SHINGLES—Tin, 5x7, $2.50; 7x10, $4.00.

SHOES—Horse—Light, extra light or snow. All sizes, 12-lb. Neverslip, Calker, B Patterns. No. 0, $1.50 set of 4; 2, $1.65; 3, $1.85; 4, $2.00; 5, $2.40; 6, $2.60; 7, $2.85. Calks, Nos. 1 and 4, 5-16 and ⅜, $3.50 per 100; 7-16 and ½, $3.75; 9-16 and ⅝, $4.00. Mule, No. 00 and 0, 14c lb.; 1, 18c; 2 and larger, 13c. Steel Sleigh Shoes—Flat, 9c lb.; concave or convex, 12c; cast sleigh shoes, 7c.

SHOT—Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. bags), 20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 3, 20c lb. Drop, Nos. 1to 12, 20c lb.; B, BB, BBB, 20c lb.

SHOVELS—D Handle, Round Point, No. 102, $2.40 each; 201, $2.25; 401, $1.75; 1003, $2.15; 1004, $2.25; 1005, $2.50. D Handle, Square Point, No. 104, $1.75 each; 203, $2.25; 307, $2.75; 403, $1.75; 404 B, $1.75; 1009, $2.50; 1010, $2.25; 1111, $2.15; 1112, $2.25.

Long Handle, Round Point, No. 200, $2.25 each; 300, $2.25; 400, $1.75; 400 A, $2.10; 700, $2.25; 701, $2.50; 800, $2.50; 801, $2.50; 1000, $2.15; 1001, $2.25; 1002, $2.50.

Long Handle, Square Point, No. 103, $2.10 each; 202, $2.25; 304, $2.50; 402, $1.75; 702, $2.50; 1006, $2.15; 1007, $2.25; 1008, $2.50.

SLEDS—Hand and Coaster.

Flexible Flyer—

No. 1	$3.00
No. 2	3.50
No. 3	4.50
No. 4	5.50
No. 5	7.50
No. 6	15.00

Jr. Racer	4.25
Racer	5.00
Tux. Racer	7.50

Fire Fly—

No. 9	$1.75
No. 10	2.25
No. 11	2.75
No. 12	3.25

SMOOTH-ON—65c lb.

SOLDER—½ and ½, 75c lb.; No. 1, 90-100, 70c; Wiping, 40-60, 65c; Wire, 50-50, 75c; Electrical Wire, 40-60, 70c.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $7.00; Barnes 276, $8.80; Little Giant, 327½, $5.75; Acme Pressure 345, $8.50; Defiance, No. 324, $8.50.

SQUARES, STEEL—

No.	Each	No.	Each
3	2.25	100 A	4.00
3 B, 3 G	3.00	100 B, 100 G	3.25
10	1.60	100 C R	4.00
14	2.10	100 G V R	3.75
14 B, 14 G	2.75	100 R	3.75
22	1.25	100 R B T D	4.00
24	1.40	100 R G T D	4.00
27	1.75	101	2.50
100	2.65	1016, 1018	3.75

Try and Mitre

2 6	.85	15 7½	1.25
2 7½	.95	20 4½	.55
2 9	1.10	20 6	.70
12 4	.60	20 7½	.80
12 6	.75	20 9	1.00
12 8	.90	10 10	1.10
12 10	1.15	20 12	1.35

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RETAIL SELLING PRICES—Continued.

STAPLES—Fence Wire—Polished, 8c lb.; galvanized, 9c.
Poultry Wire—¾-inch, 15c lb.

STARRETTS TOOLS—Add to Catalogue—
Micrometers, 50%. End Meas. Rods, 50%.
Thickness Gauges, 50%. Caliper Gauges, 50%.
Gr. Flat Stock, 50%. Micrometer Cases, 50%.
Handy Equiv. Table, 50%.
Balance of Book (not itemized above) add to list 40%.

STEEL—Mild—See Iron. Tool, 22c; Drill, Com., 20c.

STOCKS AND DIES—

Easy		Armstrong	
2B	17.75	1112	46.20
5B	21.00	1118	47.85
7B	31.00	No. 1 Pipe	8.25
52	21.00	No. 2	11.00
55	28.00	No. 2½	12.75
57	43.50	No. 3, 1¼ to 2-in.	16.25
Little Giant		**Common**	
5	30.25	No. 0 Pipe	7.25
7	46.20	No. 1	9.75
9	47.85	No. 2	13.00
65	37.95	Stocks Only—	
67	59.40	No. 1 pipe, Common	3.25
Green River		No. 2 pipe, Common	7.25
1124	25.00	No. 2, Armstrong	3.75
1104	30.25	No. 3, Armstrong	6.00

STONES, SHARPENING—Aloxite or Carborundum—No. 107, $1.50 each; 108, $1.75; 109, $1.25; 110, $1.50; 111, $1.00; 112, 75c; 115 to 117, $1.50; 118 to 120, $1.25; 121 to 123, $1.00; 124 to 126, 80c; 133 to 135, $1.25; 136 to 138, 75c; 142 to 144, 60c; 145 to 147, 40c.
Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, $3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94, 60c.
Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOP AND WASTE—
Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—
½-inch, $1.10; ⅝-inch, $1.50.
No. 30 High Grade Cap Pattern T or Lever Handle—
½-in, $1.35; ⅝-inch, $1.90.
Glauber or Muellers—
½-inch, $1.60; ⅝-inch, $2.25.
Compression—
½-inch, $2.00; ⅝-inch, $2.25.

SUPPORTS—Wagon Tongue—

Lindquists		Haggard Spiral	
1	2.00	0	1.35
2	2.50	1	1.75
3	3.25	2	1.90
		3	2.15

SWEEPERS, CARPET—Bissel's—American Queen (N), $5.75 each; Club (N), $9.75 each; Grand Rapids (N), $6.00 each; Grand Rapids (J), $4.75 each; Parlor Queen (N), $6.50 each; Princess (N), $5.75 each; Superba (N), $7.50 each; Universal (N), $5.25 each; Universal (J), $4.50 each

TACKS—Bill Posters', No. 545 Wire, or 555 Cut, 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.
Carpet—434 Cut, or 484 Wire ¼-lb. papers, 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Cut, or Wire ⅛-lb. papers, 3, 5c box; 4, 5c; 6, 5c; 8, 5c; 10, 5c; 12, 5c. 495 Wire in bulk, 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Gimp—324—2½, 15c box; 3, 10c; 4, 10c; 6, 10c; 8, 10c.
Upholsterers'—304 Cut, ¼-lb. papers, 1¼, 15c box; 2, 15c; 2¼, 10c; 3, 10c; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. 305 Cut, or 355 Wire in bulk, 3 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Double Pointed—Blued, ⅛-lb. papers, 9, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued, in bulk, 209, 30c lb.; 210, 30c; 211, 30c; 212, 30c.

TAPES—

Starett. Lufkin—No. 510— No.	Each.	Handy Steel— 550, 050-T	3.75
260, 25-ft	4.50	553, 052-T	4.50
263, 50-ft	5.50	555, 054-T	6.00
265, 75-ft	7.00	556, 055-T	7.50
266, 100-ft	9.00	100	4.75
No. 505—		103	6.00
240, 25-ft	4.00	105	7.50
243 50-ft	4.75	1260	4.25
245, 75-ft	6.00	1263	5.00
246, 100-ft	8.00	1265	6.50

Comparative Nos. K. & E. and Starrett same price as Lufkin.
Asses' Skin Case—25, 50c; 50, 75c; 75, $1.00; 100, $1.25.

TAPE—Friction—¼ lb., 35c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size.	8-oz.	10-oz.	Size.	8-oz.	10-oz.
7x7	11.20	13.10	8x6, each		1.75
7x9	13.30	15.50	16x18	43.35	50.95
9x9	15.35	17.90	16x20	47.75	55.70
9½x12	18.05	21.10	16x24	54.40	63.30
12x14	24.25	28.30	16x30	65.80	76.65
12x18	29.90	34.95	**A or Wedge—**		
14x16	31.80	37.30	5x7	7.00	8.10
14x20	39.50	45.85	7x7	8.80	10.30
6x6, each	1.25		7x9	10.60	12.40
6x8, each	1.65				

Flys ½ price of Tent—

Wagon Covers— Single Filling—

Size.	8 oz.	10 oz.	Size.	8 oz.	10 oz.
10x14	6.80	8.54	12x16	10.00	12.25
10x16	7.80	9.80	12x18	11.00	13.75

Stockmen's Bed Sheets, Single Filling—

Size	8 oz.	10 oz.	12 oz.	Size.	8 oz.	10 oz.	12 oz.
6x12	4.00	5.20	6.00	7x14	6.70	8.70	9.80
6x14	4.70	6.00	7.00	7x16	7.90	10.00	11.30

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.

TIN—
Bar and Pig, $1.35 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.
Painted 1 side, 1c foot extra, two sides 2c.
Flashing, IC, 1x1, $3.25 per 100 feet; ¾x1, $3.25.
Shingles—5x7, $3.25 per 100 feet.
Valley—14-inch, 17c per foot, $15.00 per roll; 20-inch, 25c per foot, $22.00 per roll.

TORCHES—Clayton & Lambert—Alcohol, No. 28, $3.50 each.
Gasoline, No. 14, $5.00 each; 37, $8.50; 38, $9.00; 31, $10; 32, $10.50; 48, $12.00; 61, $9.50; 62, $13.00; 112, $9.50; 114, $8.00.
Kerosene—No. 95, $9.50 each; 96, $11.50.

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood (1), $2.00; Edgewood (2), $2.00; Avis (1), $2.40; Avis (2), $2.25; Avis (3), $2.00; Perfect, $1.45.
Game—No. 0 Newhouse, 45c each; 1 Newhouse, 55c; 1½ Newhouse, 80c; 2 Newhouse, $1.15; 3 Newhouse, $1.60; 4 Newhouse, $1.75; 5 Newhouse, $12.00; 1 Oneida Jump, 35c; 1½ Oneida Jump, 45c; 2 Oneida Jump, 70c; 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 50c; 3 Victor, 70c; 4 Victor, 80c.
Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.
Mole—Reddick, $1.10 each; Out-O-Sight, $1.35.
Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 15c; Delusion, 25c; Holdem, 50c; Cage, 25c.
Rat—Sure Catch, 15c each; Security, 25c; Holdem, small, 75c; Holdem, large, $1.00.

TROUGH—

Eaves—		5 inch, per doz	$ .85
4 inch	$ .13½	6 inch, per doz	.40
5 inch	.15	**End Caps—**	
6 inch	.18	4 inch	$ .15
Mitres—		5 inch	.20
4 inch	$ .45	6 inch	.25
5 inch	.50	**End Pc. Comp.—**	
6 inch	.60	4 inch	$ .25
Hangers—Wire—		5 inch	.30
4 inch, per doz	$ .30	6 inch	.35

TROWELS (BRICK)—Farmers, No. 555 (Handy), 25c each.
Standard, No. 55, 8 to 12 (177), $1.00 each.
Disston, No. 10, 10½, $1.75 each; 11, $1.90 each; 11½, $2.00 each; 12, $2.25 each; 13, $2.35 each; 14, $2.65 each.
Marshalltown, No. 19 W, 10½, $1.50 each; 11, $1.50 each; 11½, $1.50 each; 17 L, 11, $1.75 each; 11½, $1.75 each.

TWINE—Sacking—J. K. B. (22 Karat), 65c lb.; 3-ply Excelsior (Hercules), $1.20; 4-ply Golden Gate (Cascade), $1.50; 3-ply Holley, $1.20; 5-ply Hudson (Perfection), $1.50.

TWINE—Cotton—Wrapping, 85c lb.; Budding, 85c lb.; Flax, No. 18 B B, 50c lb.; 24 B B, 50c; 18 B C, 60c; 24 B C, 60c; 36 B C, 60c; 30 Sacking, 60c; 40 Sacking, 60c; 38 Sacking, 75c; 44 Sacking, 75c.
Hemp—No. 4½, 40c lb.; 6, 40c; 07, 40c.

STEEL GOODS—

Potato Forks.
P066 ..... $1.70
P06D 1.85

Sluice Forks.
308 ..... $2.25
310 ..... 2.50
312 ..... 2.75

Coke Forks.
710 ..... $3.00
712 ..... 3.25
714 ..... 3.75

Shavings Forks.
S06T 2.15

Fish Forks.
IF ..... $ .75

Stone.
HH4 ..... 1.65
99R 2.25

Warren.
Hoes.
W7 ..... 1.10
W7½ 1.15
W8 ..... 1.20

Ladies.'
LY5 ..... .65

Riveted.
RA ..... .40

Socket.
G078 ..... .95
G078X ..... .90

Beebe.
BB6 ..... .90
BB6½ ..... .95

Acme.
A 1.15

Mattock.
DE3 ..... .75

Snaths
50 ..... $1.75
100 ..... 2.00

Smith's Hoes.
50A $1.00

Nursery.
No. 7 ..... 1.00

German.
GE2-0 ..... .90

Planter's Eye.
AE3 ..... .65
AE5 ..... .75

Mortar.
9 ..... $1.15
S10 ..... 1.85
M210 ..... 1.35
M29 ..... 1.25

Invincible.
19C5 ..... $1.10

Asphalt.
914 ..... 2.50

Turf.
Edger $1.00

Dandelion.
Spuds ..... .8(
Dock Cutter $1.25

Floral Sets.
1 ..... .50
3 ..... .55
3PF 1.85
4PSF 2.50

Floral Shovels.
F8D ..... .80

Floral Hoes.
TY4 ..... .65

Floral Rakes.
GR6 ..... .45

Clam Rakes.
112O 3.25

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RETAIL SELLING PRICES—Continued.

TINWARE

Wash Boilers

8	8.00
9	8.50
28 A	3.40
29 A	3.65
128 B	3.75
129 B	4.00
229 B	4.10

Wash Bowls

07	.20
08	.25
7	.35
8	.45

Covered Baskets

11	.15
12	.25
13	.30
14	.40

Dinner Buckets

1	.70
2	.85
3	1.00
04	1.10
30	.75
40	.90
600	1.50
675	1.65

Milk Cans

1	.30
3	.50
4	.65
01	.30
03	.50
04	.65
12	2.75
14	3.25
500	4.00
503	5.00
505	5.50
510	7.50

Oil Cans

10	.30
31	.50

Pot Covers

6	.10
10	.15
12	.20
13	.25
14	.30
15	.40

Cups

09	.15
010	.15
23	.25
023	.20
211, 212	.10
214	.15

Cutters

All sizes	.10

Dippers

01	.20
2	.15
02	.25
03	.35
4	.20
9	.25
10	.25
32	.25
34	.30
35	.35
42	.40
203	.60

Forks

1, 2, 3, 4	.10
5, 6	.15
314	.15
318	.20
421	.10

Funnels

10, 15, 20	.10
25	.15
30	.20
35	.25
120	.20
125	.25
130	.30
220	.60
225	.70
230	1.00
235	1.35

Tea Kettles

01½	.45
02	.50
027	.60
029	.85
047	1.75
049	2.75
067	2.00
069	3.00

Preserving Kettles

160	.35
200	.50
240	.70
280	.90
320	1.10

Moulds

2 Melon	1.25
4 Melon	1.75
08 Jelly	.15
15 Jelly	.30
61 Cake	.40
62 Cake	.50

Dairy Pails

10	.70
12	.80
14	.95
40, 50, 60	.30
60	.30
80	.35
100	.40
104	1.10
105	1.35
120	.50
124	1.25
125	1.50
140	.60
144	1.35
512	1.80
514	2.00

Bread Pans

01	.20
03	.25
15	.15
020	.15
110	.35
120	.40
130	.50

Cake Pans

5	.15
7	.35
15	.20
031	.15
032	.20
034	.30
041	.20
043	.30
72	.35
74	.50

Dish Pans
IX Tin

10	.85
14	1.00
17	1.25
21	1.50

IXXX Tin

17	1.90
21	2.00
30	3.00

Milk Pans

200	.10
202	.15
204	.20
206	.25
2100	.35
2120	.40
300	.15
301	.20
302	.30
304	.40
306	.50
3100	.65
3120	.75
504	.40
506	.50
510	.65

Muffin Pans

6	.25
8	.30
9	.35

Pie Pans

6	.08
7	.10
10	.15
75	.25

Sauce Pans

012	.35
016	.45
020	.55
024	.70
028	.90

Coffee Pots

1	.25
2	.35
4	.50
6	.75

Tea Pots

240	.30
242	.40

Flour Sieves

2	.25
316	.30
318	.35

Flour Sifters

1	.35
4	.45
5	.25
10	.30

Skimmers

10	.20
45	.10

Strainers

2	.15
3	.20
10	.35
20	.40
33	.60
110	.40
112, 121	.45
123	.65

VALVES—

Standard Globe and Angle Valves—

¼	.70
⅜	.75
½	1.00
¾	1.25
1	1.80
1¼	2.50
1½	3.50
2	5.30

Standard Gate Valves—

¼	1.45
⅜	1.50
½	1.65
¾	2.05
1	2.80
1¼	3.70
1½	5.00
2	7.30

WAGONS—Boys'—

American

No. and Size.	Each.
118— 8x18	1.75
120— 9x20	2.00
122—10x22	2.25
124—11x24	2.75
126—12x26	3.25
128—13x28	3.65
130—14x30	4.00
132—15x32	4.50

Samson

326—12x26	4.00
328—13x28	4.50
332—15x32	5.00
336—16x36	7.00

Wagners—

No. 18	8.00
No. 20	9.50
No. 24	11.00

Coaster—Star—

No. 10	7.50
No. 20	8.00
No. 30	8.50
No. 40	9.50

Mars-Wells—

No. 10	7.50
No. 11	8.00
No. 12	9.50

WASHERS—Cast Iron—Size ½ to ¾, 10c lb.; ⅞ to 2, 10c lb.; Angles, all sizes, 12c lb.
Malleable—Standard, 15c lb.; Nail Hole, 15c lb.; Angle, 20c lb.
Wrought Steel—Size 3-16, 25c lb.; ¼, 20c; 5-16, 18c; ⅜, 16c; 7-16, 15c; ½, 15c; 9-16, 15c; ⅝, 15c; ¾, 13c; ⅞, 13c; 1-inch, 13c.

WASTE—Cotton—No. 6X White, 28c lb.; 1 White, 27c; 2 White, 25c; 01 Colored, 22c; 02 Colored, 20c; 10 Wool, 26c.

WATCHES—

Yankee	$1.35	Junior	2.75
Triumph	1.50	Midget	2.75
Eclipse	2.00	Radiolite	2.25

WAX—Floor 70c lb.

WEANERS—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

WEDGES—Truckee-Alki, lb., 18c; Oregon-Atha, 25c; Cedar-Atha, 22c, Cedar-Alki, 18c; Falling, 27c; Saw, 19c.

WHEELBARROWS — Brick — No. 10 B, $11.50 each; 20 $11.00.
Garden—No. 2, 4½ cu. ft. capacity, $9.00 each; No. 3, 5½ cu. ft., $10.25; No. 21 (Toledo Clipper), $6.25.
Railroad—No. 15, $6.00 each; No. 17, $6.75; No. 19, $6.75. 27, $11.25; K 29, $14.00.
Steel Tray and Frame—No. AX, $11.00 each; 4, $13.50; 5, 14.75; 10, $19.00.

WIRE—

Per 100 lbs.	Plain Fence. Black.	Plain Fence. Galv.	Baling.
3 gauge	6.45	....	....
4	6.45	7.05	....
6-8-9	6.25	6.95	....
10	6.30	7.00	....
11	6.35	7.05	....
12	6.40	7.10	....
13	6.50	7.20	....
14	....	7.30	6.75
15	....	7.75	6.85
16	....	7.85	6.95
17	....	....	7.25
18	....	8.75	....

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.
Stove Pine Wire, 50-ft. coils, 15c each.
Barbed Fence—Glidden Ptd., $6.65; Glidden Galv., $7.35; Baker Ptd., $6.90; Baker Galv., $7.60; Waukeganito Galv., $8.25.

	Hog.	Cattle.
Am. Special Galv., 80-rd spools, each	4.65	4.50
Glidden, 80-rd spools, each	6.40	6.25

Bale Tie—9½ ft., 15 Ga., per bundle of 250, $3.35.

WIRE CLOTH—See Cloth.

WOODENWARE—

Spoons		Trays, Chopping	
13-inch	.15	0—10x18 ins.	.75
15-inch	.15	3—11x22 inch	1.25

WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c; 2 and 3, 65c; 3-oz. packages, 15c each.

WRINGERS—Mop—No. 10, $3.25 each; 14, $3.50; 22, $4.25. White—No. 2, $2.40 each; 8, $3.25; 1, $3.75; 0, $4.50; 8 Steel, $4.25.

WRENCHES—

	Agr.	Coes.	PS&W.	Crescent.	Stillson Trimo.
6-inch	.85	1.50	1.35	1.00	1.15
8-inch	1.00	1.75	1.65	1.25	1.30
10-inch	1.15	2.00	2.00	1.50	1.45
12-inch	1.50	2.50	2.50	2.25	.....
14-inch	....	....	....	....	2.05
15-inch	2.00	3.25	3.25	3.25	....
18-inch	....	4.00	4.00	....	2.90
21-inch	....	5.00	5.00	....	....
24-inch	....	....	....	....	4.20
36-inch	....	....	....	....	7.75
48-inch	....	....	....	....	11.50

ZINC—Full Sheets, 25c lb.; less than Sheets, 30c lb.

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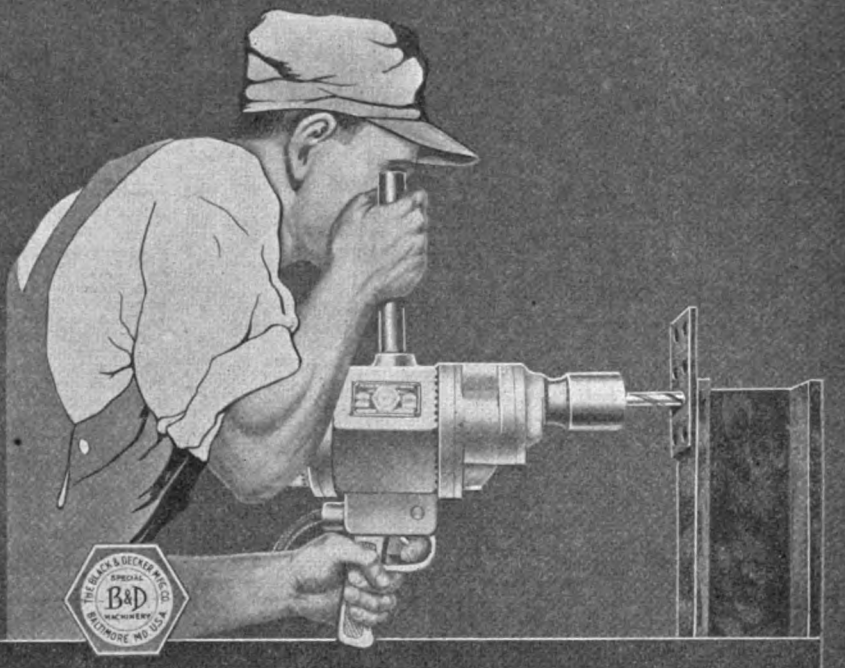
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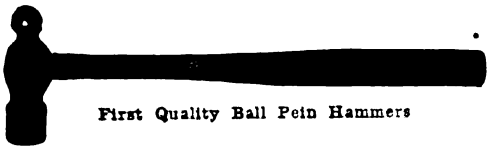
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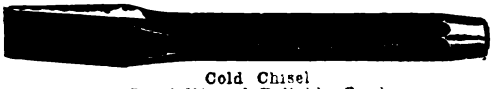
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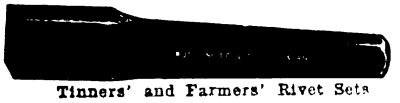
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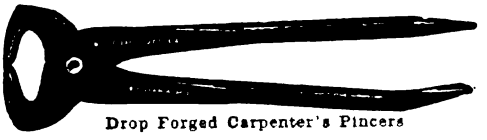
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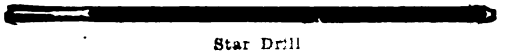
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Arch Punch



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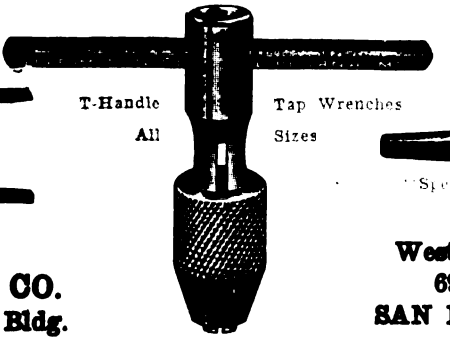


All Steel Monkey Wrench





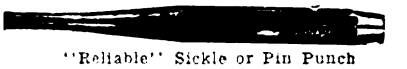
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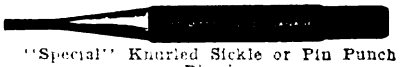
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"Special" Knurled Sickle or Pin Punch
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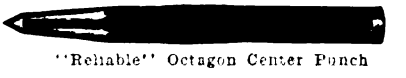
"Reliable" Hand Punch



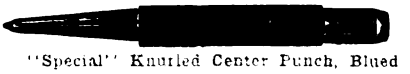
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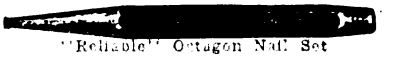
"Special" Knurled Prick Punch, Blued



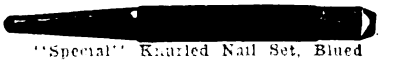
"Reliable" Octagon Center Punch



"Special" Knurled Center Punch, Blued



"Reliable" Octagon Nail Set



"Special" Knurled Nail Set, Blued

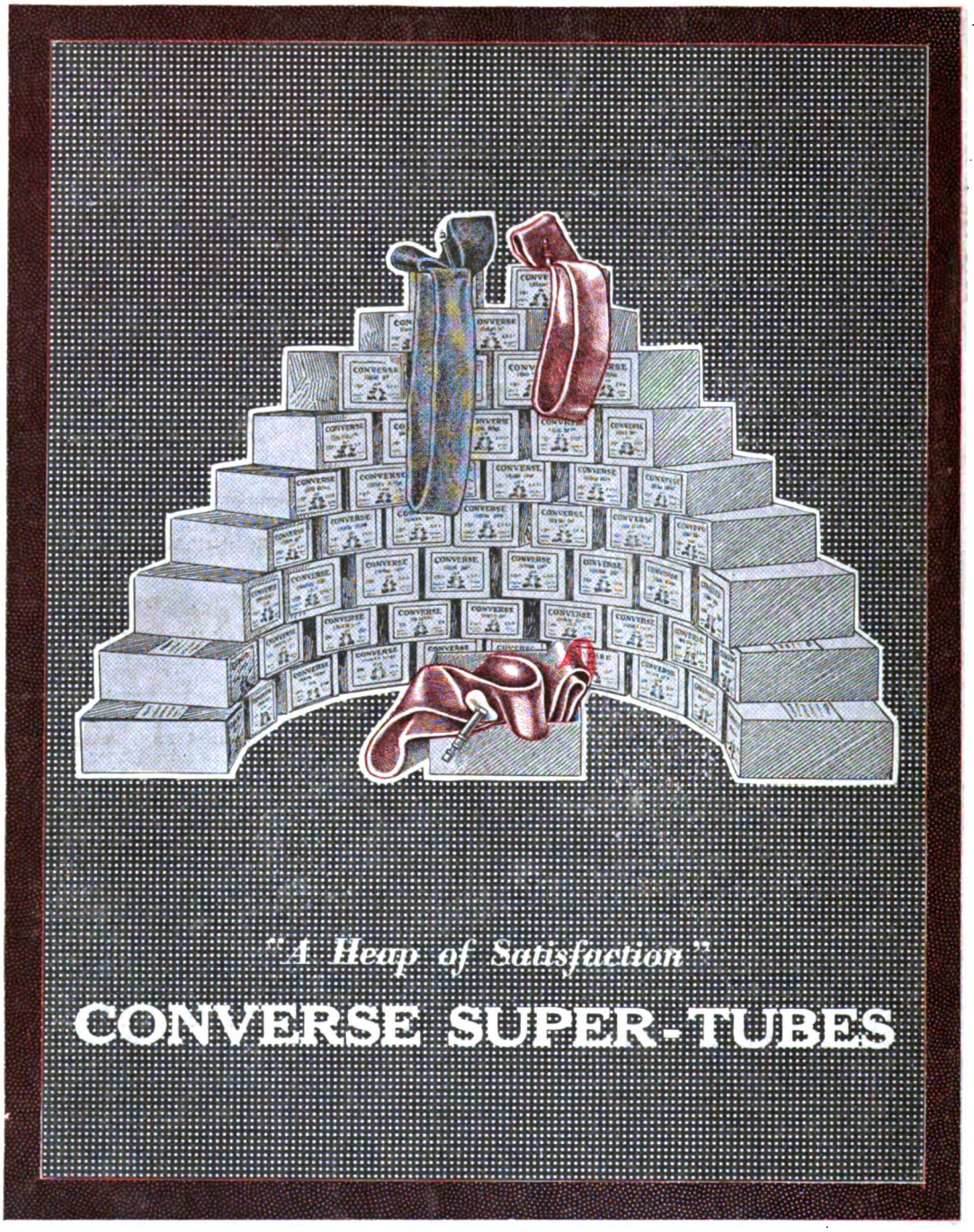


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Hardware World
PLUMBING AND HEATING
AUGUST 1919



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ORDER NOW FOR SEPTEMBER DELIVERY

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You Get Our Usual Freight Allowance

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For true "Ropeconomy" insist on getting Whitlock ALL-Manila, which is guaranteed to exceed in **quality of fibre, yardage,** and **strength** the requirements of the Bureau of Standards Specifications adopted by the U. S. Government.

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Chicago Office, 1303 Chamber of Commerce

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Hardware World

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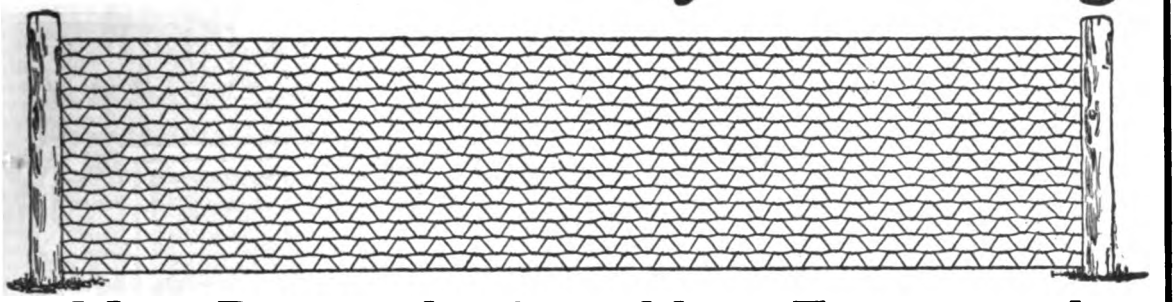
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HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c. per year, or three years for $1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.
T. M. Shearman, Editor and Manager. Raymond L. Shearman, Associate Editor.
Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor Street, Portland, Ore. | 1220 Boatmen's Bank Bldg. St. Louis, Mo. | Suite 533 Phelan Bldg. San Francisco | 70 Fifth Ave. New York | 204 Scott Bldg. Salt Lake, Utah | 507 Pioneer Bldg. Seattle, Wash.

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Most Practical—Durable—Economical Poultry Fencing on the Market



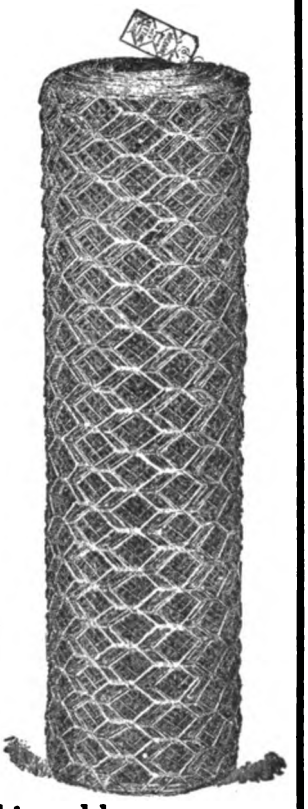
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Made from Hard Drawn Steel Wire



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Wickwire Bronze Wire Cloth

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CORTLAND
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KEEN KUTTER
CUTLERY AND TOOLS
FULLY GUARANTEED
STANDARD OF AMERICA

Under the KEEN KUTTER Trade Mark

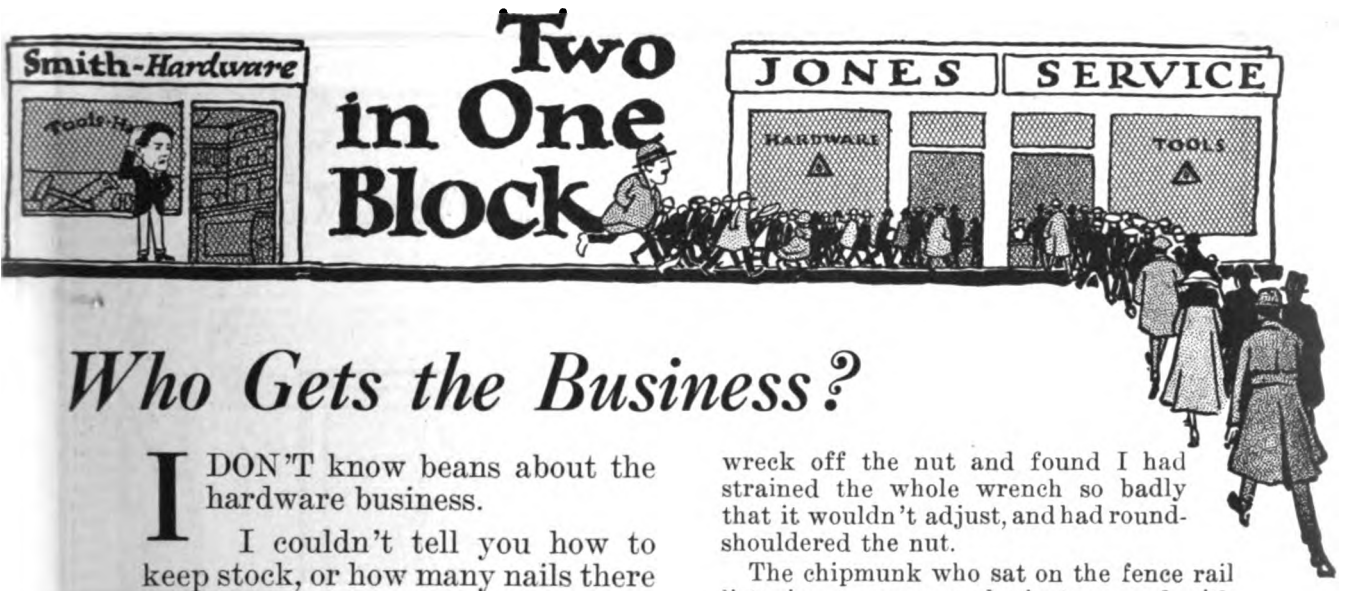
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HANDLE A LINE THAT SHOWS YOU A SATISFACTORY PROFIT

SIMMONS HARDWARE COMPANY
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"THE RECOLLECTION OF QUALITY REMAINS LONG AFTER THE PRICE IS FORGOTTEN."
TRADE MARK REG. U.S. PAT. OFF. E.C. SIMMONS.

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Two in One Block

Who Gets the Business?

I DON'T know beans about the hardware business.

I couldn't tell you how to keep stock, or how many nails there are in a keg, or anything.

But I can tell you why I buy tools from Jones and not from Smith—and I guess if you can find that out you can hang the prosperity sign on the front door.

They're on the same block, Jones and Smith. But they're not going to be long. Jones is going to add on the adjoining store inside of a month—but Smith isn't.

Once I bought a wrench of Smith. It was before I knew much about wrenches, when the flivver was young. Smith sold me a bargain, and I thought he was doing me a favor.

But when the bargain wrench got next to a stiff-set nut out on the road fourteen miles from an oil tank, it slipped.



The edges of the jaws didn't seem to be there with the goods, somehow. They just crumbled when I got a real leverage on that nut.

The nut won.

Then I took the wreck off the nut and found I had strained the whole wrench so badly that it wouldn't adjust, and had round-shouldered the nut.

The chipmunk who sat on the fence rail listening to my remarks just escaped with his life as the wrench hit the underbrush.

Smith had taught me a lesson—about wrenches and hardware dealers.

So when Jones sold me a Billings & Spencer Triangle B wrench, I was wise.

"It costs more than a wrench I bought at Smith's," I said, just to get him going.

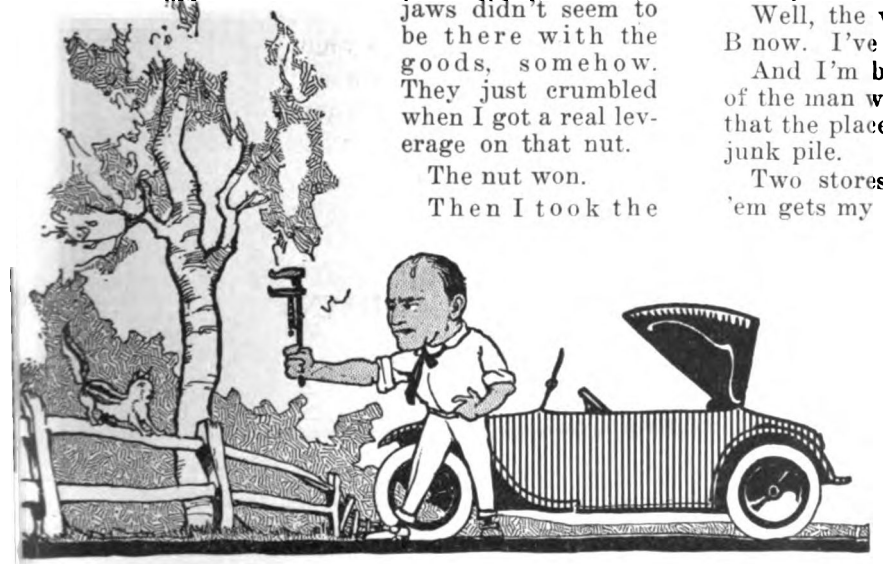
"You're not buying a wrench," retorted Jones, quietly. "You're buying service—a certain number of nuts on or off. This wrench will give you more service for less money than any wrench made. I know. I know the people who make 'em. Billings & Spencer, up in Hartford. Oldest drop forgers in America. Began in Civil War days. Suppose you get out on the road with a bum wrench, what happens? Suppose——"

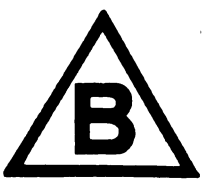
"That's enough," I said. "I know all about the wrenches out on the road. Let's have your Triangle B tool."

Well, the whole kit's marked Triangle B now. I've learned my lesson.

And I'm buying all my other supplies of the man who has sense enough to know that the place for a cheap wrench is in the junk pile.

Two stores on one block—but one of 'em gets my trade!

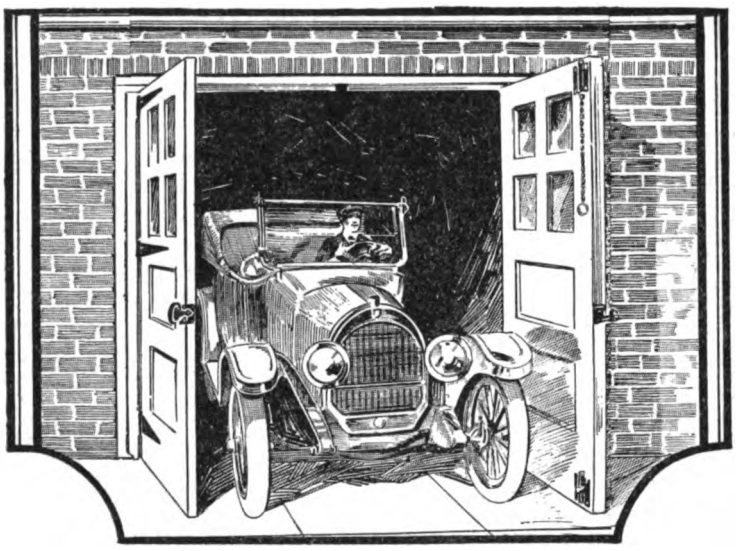




"Rely on Me I Shall not Fail"

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for garage doors



AN easy-to-sell set of wrought steel hardware for the garage owner with but a modest cash outlay.

Set No. 1922 contains complete hardware, including screws, for double swing doors—hinges, bolts, handle, latch, all constructed of carefully tested steel and finished attractively with a good thick coat of black japan.

You make no mistake in recommending this set to your customers—it's as dependable as the day is long. A good way to do is to start with a few sets at first—you'll want more afterwards.

May we send you a copy of folder M4?

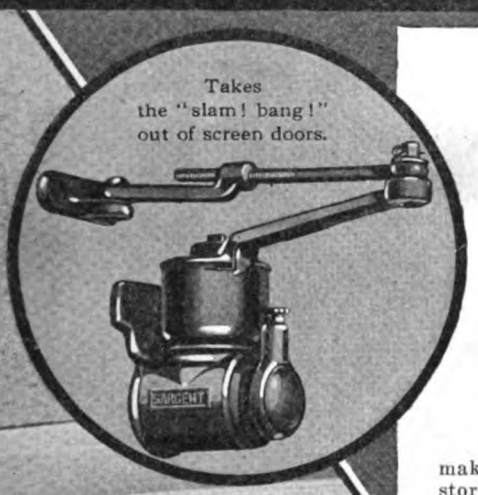
McKINNEY MANUFACTURING COMPANY

WROUGHT STEEL McK BUILDERS' HARDWARE

PITTSBURGH, PA.

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SARGENT



Noiseless Screen Door Closer

Makes all-year customers out of summer buyers

While the Sargent Noiseless Screen Door Closer sells most rapidly at this season, remember that it is an all-year-round line. On any light door, inside or outside, it operates perfectly.

Throw out a "future order" hint when making a sale for screen door use. For booths, storm doors, lavatories or any light door that ought to be kept closed, it gives complete satisfaction, just as it does on screen doors. For heavy doors, recommend the larger models.

A Sargent Noiseless Screen Door Closer is right in size, energy, appearance and dependableness. It closes the door rapidly and firmly, without jar or rebound. The strain on hinges being lessened, woodwork is not torn by the hinge screws. Carpenters use and recommend it for "jobs that matter."

The use of this appliance is being urged in widely circulated popular magazines. People who are tired of hearing the screen door slap or of having it left ajar are thinking about the Sargent Noiseless Screen Door closer.

A striking display in your store will catch the attention of owners, builders, architects and your neighboring merchants, bringing you profitable business.

Write for window display material

Sargent & Company

Manufacturers

New Haven, Conn.

New York Boston Chicago

LOCKS AND HARDWARE

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The

"Build It Now"

idea is growing. In normal times, under normal conditions, it required the building of about 600,000 homes annually. For over two years normal construction has been suspended, therefore, over 1,000,000 homes are needed. This means more business. Be prepared for greater sales, and handle

Atkins SILVER STEEL Saws

Write for our catalog which illustrates and describes

"A Perfect Saw for Every Purpose"

E. C. Atkins & Company, Inc.

"The Silver Steel Saw People" Established 1857

Home Office and Factory, Indianapolis, Ind.

Canadian Factory, Hamilton, Ont. Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers as follows:

Atlanta
Chicago
Memphis
Minneapolis
New Orleans
New York City
Portland, Ore.
San Francisco
Seattle
Vancouver, B. C.
Sydney, N. S. W.
Paris, France

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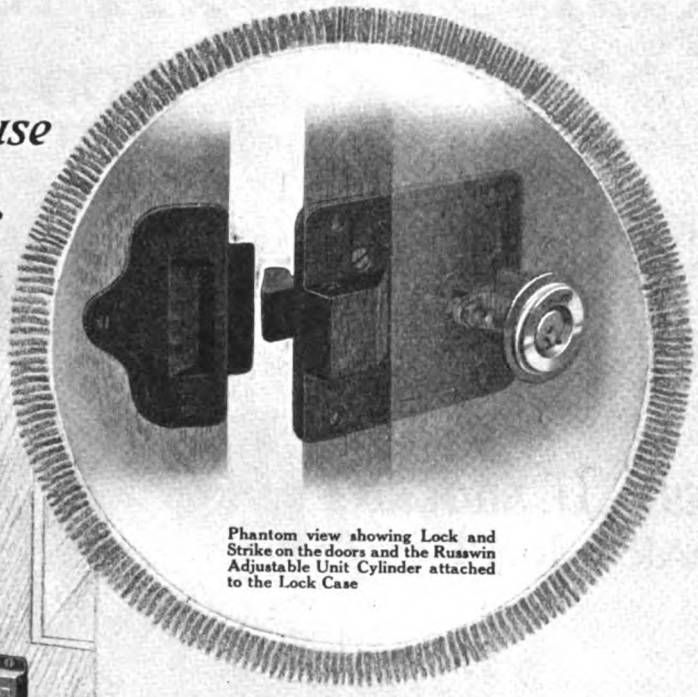
RUSSWIN

RUSSELL & ERWIN

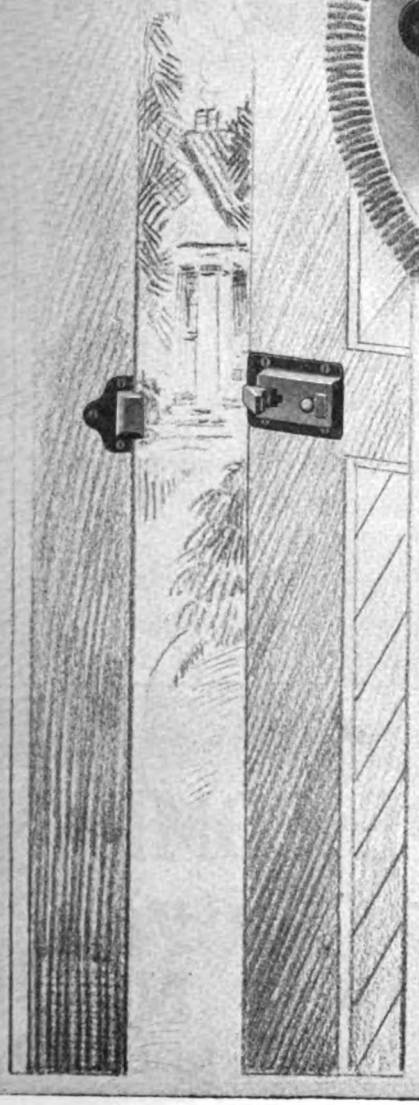
ADAPTABLE CYLINDER LOCK

Number 200

for mill, warehouse and garage doors



Phantom view showing Lock and Strike on the doors and the Russwin Adjustable Unit Cylinder attached to the Lock Case



THE feature of this lock is its adaptability to any position that the doors may assume as the result of the natural tendency of wide, heavy doors to sag.

The broad latching face on the strike affords a safe "grip" for the latch regardless of the amount of sag that may take place on either door.

Stop on case of lock holds latch retracted.

Furnished with three Liberty Silver keys and can be master-keyed with any other Russwin Cylinder locks. One key for both garage and front door.

RUSSELL & ERWIN MFG. CO.
The American Hardware Corp., Successor
NEW BRITAIN, CONN.
New York Chicago San Francisco London, Eng.

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COLUMBIAN
MANILA - ROPE



BEST ALL AROUND
FARM ROPE

COLUMBIAN ROPE COMPANY
"The Cordage City"

AUBURN N.Y.

BRANCHES . BOSTON . NEW YORK . CHICAGO .

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JOBBERS SELLING

ATLAS TACKS

ARE GOOD PEOPLE TO DEAL WITH

You can judge a man by the company he keeps. If your jobber handles Atlas Tacks he can be depended upon to handle other good goods.

Registered Trade Mark

When you see this trade mark on a package of tacks, nails, or rivets, you know that you are getting full value.

Atlas Products

cost no more than inferior goods, yet our packages do contain "The Greatest Quantity of Quality at the Price."

We are the LARGEST and OLDEST manufacturers of TACKS and SMALL NAILS in the world.

About twenty thousand different kinds and sizes in iron, steel, copper, brass, and zinc—electroplated, galvanized, tinned, enameled and japanned.

Our line includes iron and copper rivets, copper burrs, staples, wire nail specialties, and numerous other packaged products.

We guarantee full NET weight.

ATLAS TACK COMPANY

Fairhaven, Massachusetts, U. S. A.

Digitized by Google

PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK BY THE FOLLOWING HOUSES

W. T. McFIE SUPPLY COMPANY
Los Angeles, California

THE VALLEY MERCANTILE CO
Hamilton, Montana

MONTANA HARDWARE CO.
Butte, Montana

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELFER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah Pocatello, Idaho

GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHER COMPANY
Sacramento, California

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK

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GIANT



for efficiency and economy

Giant dealers can always be sure that their customers will get satisfactory results with Giant Explosives.

They are the original American high explosives and the utmost skill, backed by long experience is employed in their manufacture. Thus uniform strength is assured—always. They are Western products, made by a Western company to especially solve Western blasting problems.

Users of explosives throughout the West KNOW the Giant brands and will prefer genuine Giant Powder to ordinary explosives.

Let us tell you how profitable it is to be the Giant dealer in your section. No capital tied up, no stock to handle—just send us the orders and we fill them. Write now.

THE GIANT POWDER CO., Con., San Francisco
"Everything for Blasting"

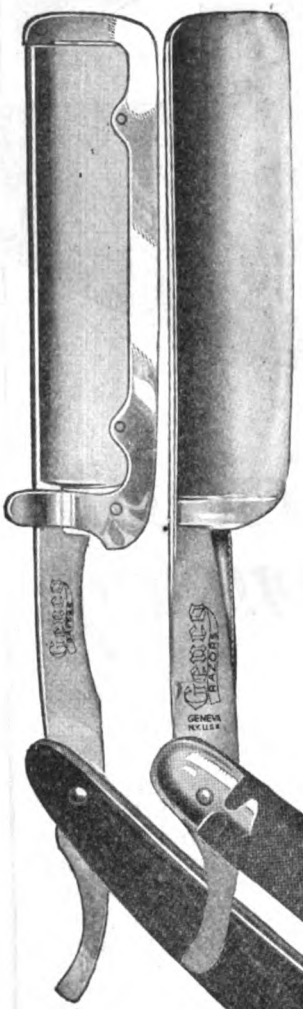
Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane

EXPLOSIVES

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Genco RAZORS

(Trade Mark Reg. U. S. Pat. Off.)



Interest in razors is aroused by advertising and display. You change razors into coin of the realm by using just the right selling talk.

The GENCO Display Cabinet makes a man think of razors who came in only to buy a box of tacks. You use the right-to-the-point selling talk appearing in our national advertising and—Bingo! you ring up a good profit.

Every barber uses a blade like the blade on all GENCO Razors. These professional shavers would certainly turn to a better blade if there were a better one. The Safege is a professional blade with a guard. With this guard flipped back or removed entirely, the razor can be stropped and cleaned just like a professional razor.

Anybody can strop a GENCO Razor. It is made with a heavy back and is hollow-ground and beveled, and lies against the strop at just the correct angle to bring up a perfect edge for a lifetime of shaves.

You can have this handsome GENCO Display Cabinet with your first order FREE.

It will stop and interest many a man in razors who came to your store to buy something else. "Let me look at that razor?" It helps sell and it saves your time.



GENEVA CUTLERY CORPORATION

157 Gates Ave. Geneva, N. Y.

Largest Exclusive Manufacturers of High Grade Razors in the World

New York City, 160 Broadway. Chicago, Ill., 8 So. Dearborn St.
San Francisco, Sheldon Bldg. Winnepeg, Can., 332 Bannatyne Ave.

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For Remington UMC Dealers

THIS book was designed and printed for YOU. It shows in **full color** the various "helps" furnished the Remington UMC dealer free of all charges. After you receive the book, all you have to do is to fill in one of the enclosed post cards stating what you need. The items you choose will be sent you immediately.

Send for your free copy of this Remington UMC Dealer Helps Book today

The Remington Arms Union Metallic Cartridge Co., Inc.
Woolworth Building, New York City

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GOODELL-PRATT

1500 GOOD TOOLS

DRILL CHUCKS

A Large Variety — *Simple and Strong*

We have a most complete line of Drill Chucks, extremely simple in construction, well finished, strong, and accurate.

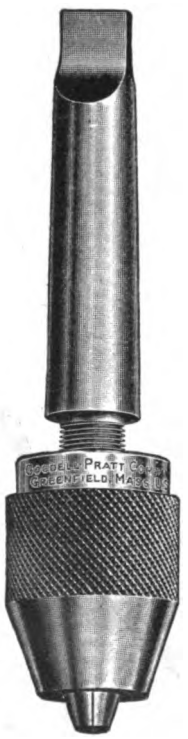
They are made entirely of steel in two different patterns with various capacities and many different shanks.

They are noted for accuracy and durability, with extremely low first cost and negligible repair expense.

Send for Catalog.

GOODELL-PRATT COMPANY

Greenfield Mass. *Toolsmiths* U. S. A.



No. 15½ MT

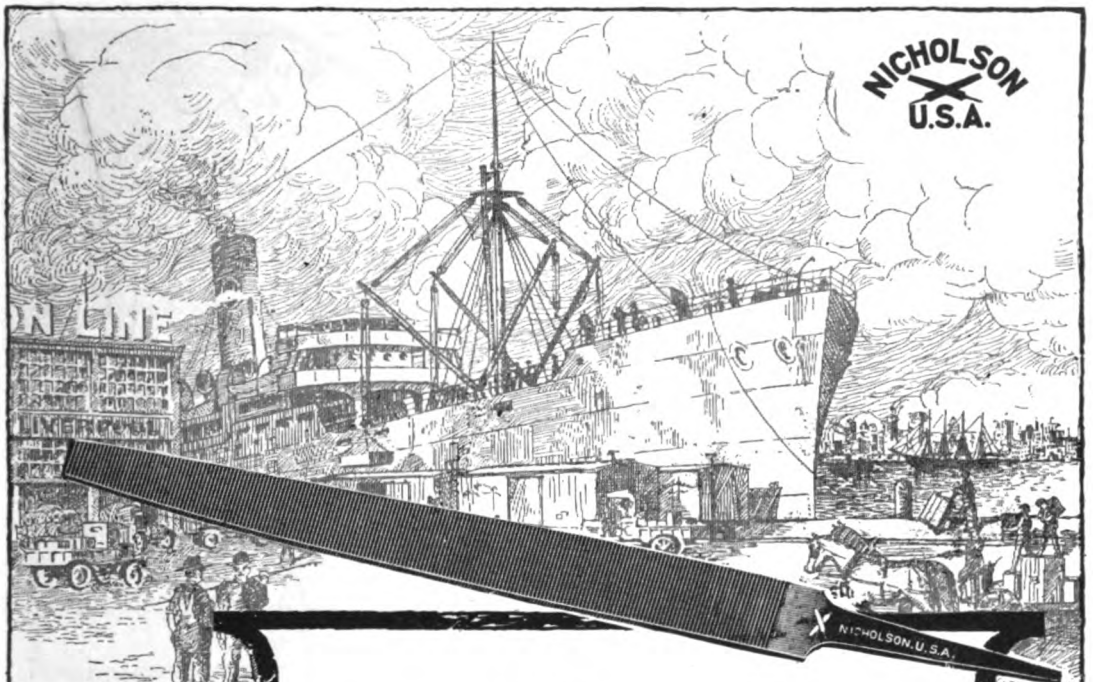


No. 15½B



No. 1503

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Again the Stars and Stripes Shall Appear on Seven Seas

The Nicholson File Company was founded just as the Civil War had sealed the fate of America's Sailing Fleet. Through more than half a century this company has grown. And now

Nicholson Files

are helping to speed a new American Merchant Marine down hundreds of busy ways—ships of steel to carry American goods and the American Flag into the world's ports of trade—the FILES that CUT the FASTEST and SMOOTHEST.



Write for our Catalog and for File Filosophy — a fifty years' education in Files and Filing in an hour's reading.

Nicholson File Co.

Providence, Rhode Island
U. S. A.

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Dietz No. 2 Wizard

THE EASILY CLEANED SHORT GLOBE

Large Enough to Slip the Hand Through
Without Squeezing

NO SPOT out of cleaning reach in a Dietz Short Globe. The large openings also remove the risk of cutting the hand on the edges.

Dietz Short Globes are Found
on Dietz "Wizard" Lanterns

R. E. DIETZ COMPANY

NEW YORK

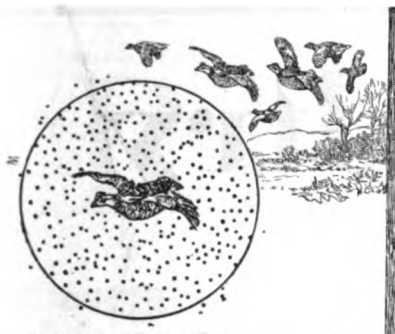
Largest Makers of Lanterns in the World

Founded 1840

More Quality—More Demand—More Sales—More Profit

Your Jobber Stocks DIETZ Lanterns

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The hard-hitting Winchester pattern is evenly distributed. No game gets through, and no game is mutilated.







A patchy pattern often means a miss, many times a cripple, and sometimes badly mutilated game.



Repeater

Leader

GAME GETTERS

THE steady game-getting qualities of Winchester Loaded Shells have made them the favorite shells of experienced shooters.

Under all weather conditions they play true to form, shooting a strong, even spread of shot.

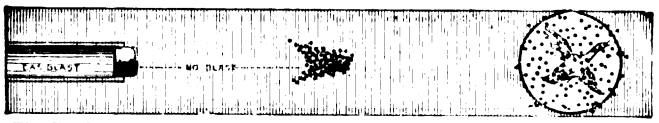
From primer to crimp, Winchester shells are so balanced in construction as to insure the maximum pattern possible from any load. The broad Fish-Tail Flash from primer gives even and thorough ignition; the driving wads completely seal in the gas behind the shot; the stiffness of the crimp or turnover at the shell head is varied exactly according to different loads of shell, great care being taken never to stiffen it to such a degree that it offers resistance to the powder explosion.

For years Winchester big national advertising campaigns have been educating your customers on the superiority of Winchester guns and ammunition. This year it consists of 598,000,000 separate advertisements.

Winchester is the name that instantly occurs to every sportsman when he thinks of game-getting shells.

That fact means a steady ***trade*** for ***you***. The public knows Winchester. It is the make that is asked for first. Supply this demand and you don't have to go through a long sales talk in order to try to convince the man that another make is just as good. ***And you satisfy your customer — the sportsman, the man who knows why Winchester is best!***

Sell Winchester Shells and get the regular custom which their reliability commands. **Winchester Repeating Arms Co., Dept. 735, New Haven, Conn., U. S. A.**



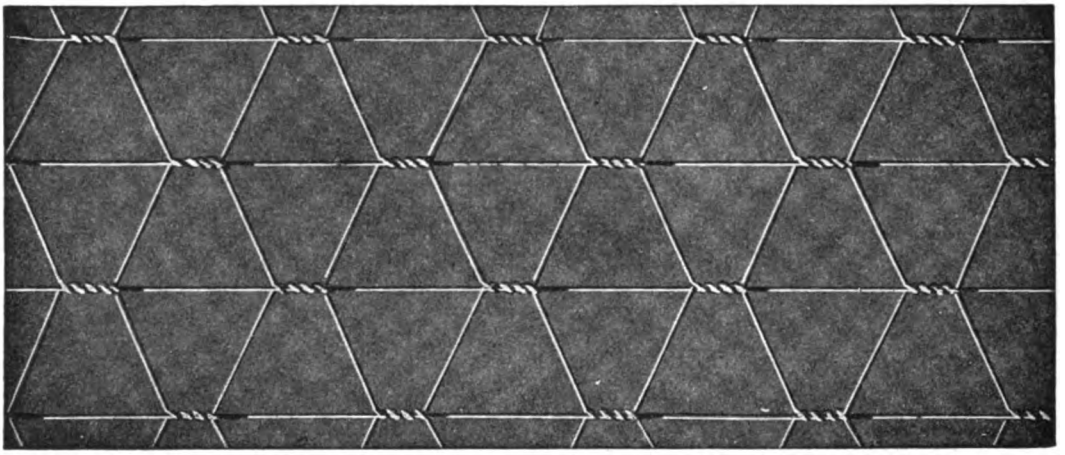
The Winchester system of wadding. The wadding expands evenly, sealing in the gas blast all the way to the muzzle, where the wadding is checked by the "choke" or constriction. The shot cluster travels on ahead unbroken. Actual test target 320 pellets out of 431 or 74% of the shot charge (1¼ oz. of 7½ chilled) inside a 30-in. circle at 40 yards

WINCHESTER

World Standard Guns and Ammunition

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

United States Steel Products Company

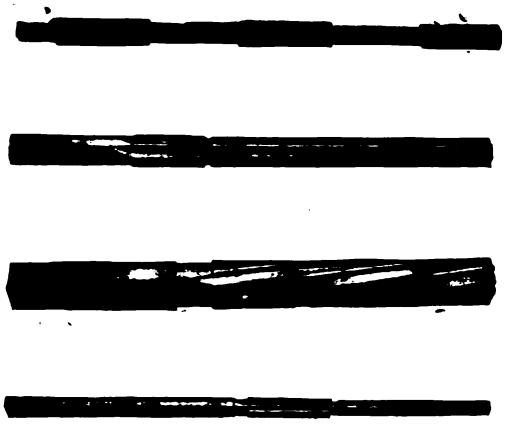
SELLING AGENTS

San Francisco Los Angeles Portland Seattle

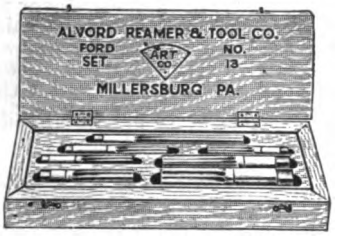
Awarded the Grand Prize at the Panama-Pacific Exposition.

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REAMERS

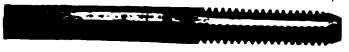


For Repair of FORD Automobiles





TAPER



PLUG



BOTTOMING



Are You Meeting Your Share of the Great Demand for These Tools?

CARRIED BY ALL LEADING JOBBERS

Write for Your Copy of Our Catalogue No. 5-A

ALVORD REAMER & TOOL CO.

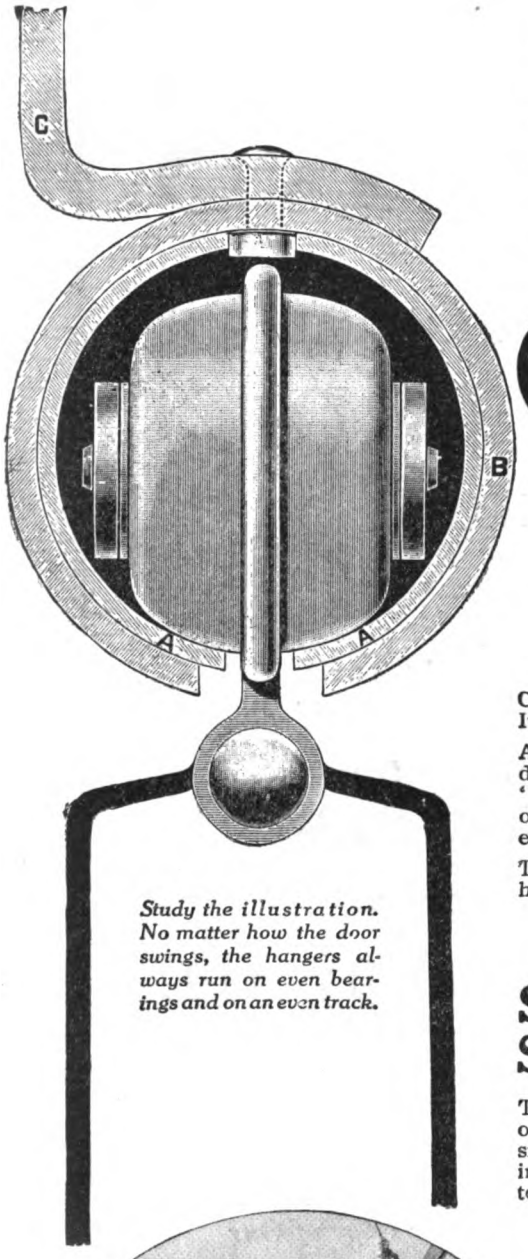
MILLERSBURG, PA.

BRANCHES

309 Broadway - - - New York, N. Y.
26 North Fifth Street - - Philadelphia, Pa.
190 North State Street - - Chicago, Ill.
693 Mission Street - - San Francisco, Cal.

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"You Can't Wear Them Out"



Study the illustration. No matter how the door swings, the hangers always run on even bearings and on an even track.

DEALERS are never afraid to go the limit in talking "Cannon-Ball" Door Hangers. They say "You can't wear them out," and are able to show why. They outlast the building. And what's more important, their running condition always stays new

Cannon-Ball Door Hangers

"Sell as Easily as They Run"

Cannon-Ball track is made out of tough steel that will not pull out of sha
It's a much heavier steel than would be possible with a track or any other desi

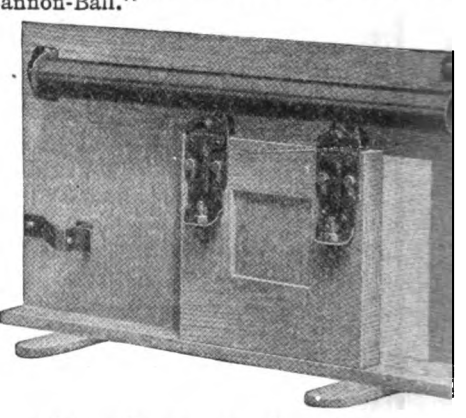
As a test of "Cannon-Ball" durability, a 800-pound door was connected wit
drive-rod which pushed it forward and back 50 times a minute. It was run
"Cannon-Ball" Hangers and track, ten hours a day for two weeks. At the
of that time hangers and track were still in perfect condition. The wear
equal to opening and closing the door twice a day for thirty years.

There's good door-hanger business in every neighborhood this spring. Le
help you get more of it with "Cannon-Ball."

Write for the STAR Line Sales Proposition

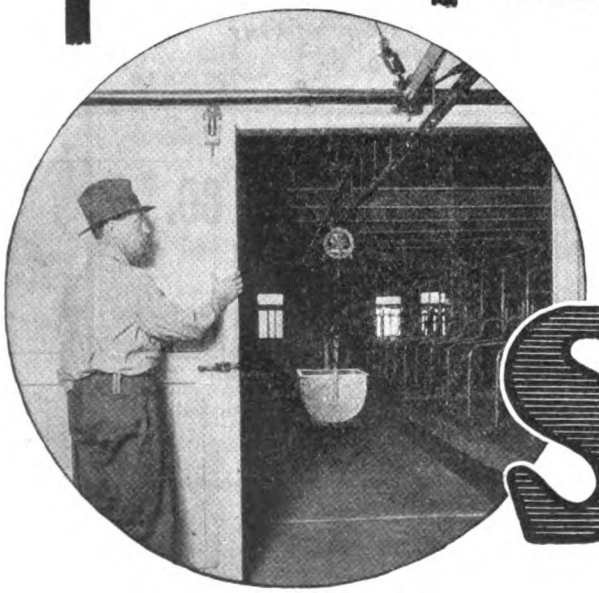
The STAR Line includes five other popular door hangers besides "Cannon-Ball." It also includes Barn Equipment, Litter Carriers, "Harvester" Hay Tools, Garage Equipment, Coaster Wagons, Tank Heaters and other farm specialties. Everything needed for the barn, from floor to roof.

Ask for the new complete STAR Catalog



Make *This* Display Your Salesman

Sent free as a part of our sales helps on "Cannon-B
Hangers. Place it where farmers can handle it and
how easily it works, and when they want door hang
they will know where to get good ones.



HUNT, HELM, FERRIS & CO.

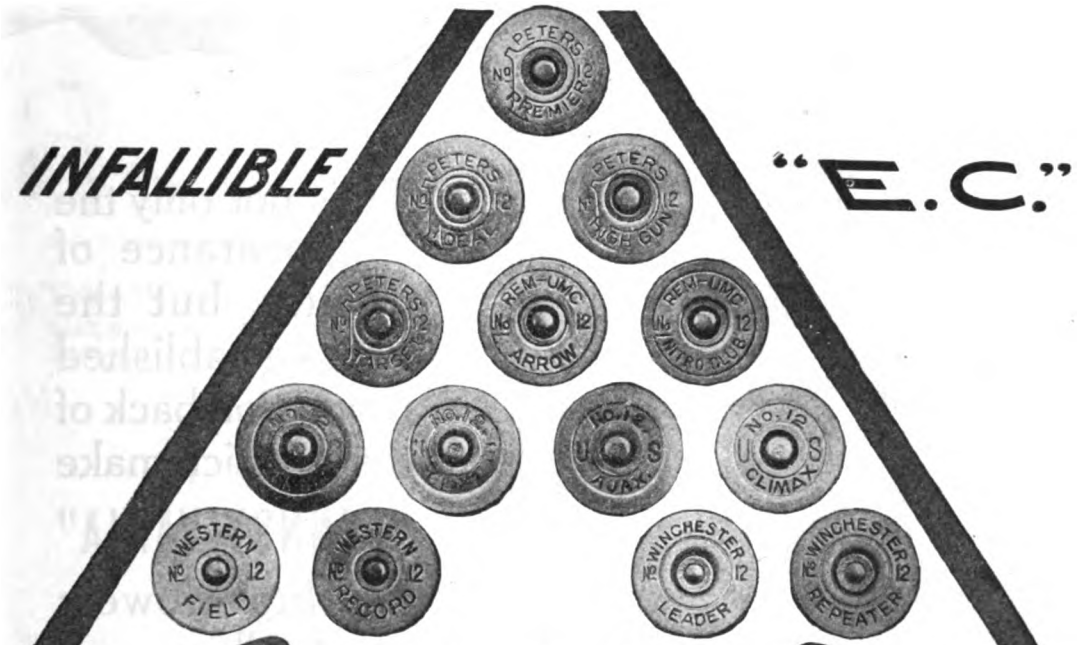
Harvard, Ill. — *Complete Barn Outfitters* — Albany, N.

STAR Equipment

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HERCULES
Smokeless Shotgun
POWDERS

INFALLIBLE "E.C."



A Pointer for Dealers

When your customer buys loaded shells he asks for the brand that he is accustomed to use—*and he insists on getting it.*

You should see to it that these shells are loaded with one of the

HERCULES
Smokeless Shotgun
POWDERS
INFALLIBLE *"E.C."*

It is important to you that your customers always shoot the *same powder* and that this powder is one that is *dependable* at all times and under all conditions.

Hercules Smokeless Shotgun Powders, Infallible or "E. C." are always dependable. They always burn clean, give high velocity with light recoil and even patterns.

Order your shells loaded with Infallible or "E. C." You can get any one of the fourteen shells listed here loaded with one or the other of these powders.

HERCULES POWDER CO.
1017 Chronicle Bldg.
San Francisco Cal.

Peters IDEAL TARGET

Remington UMC ARROW NITRO CLUB

SELBY LOADS CHALLENGE GRADE SUPERIOR GRADE

U S BLACK SHELLS AJAX CLIMAX

Western FIELD RECORD

WINCHESTER REPEATER LEADER

Peters HIGH GUN PREMIER

Remington UMC ARROW NITRO CLUB

SELBY LOADS CHALLENGE GRADE SUPERIOR GRADE

U S BLACK SHELLS AJAX CLIMAX

Western FIELD RECORD

WINCHESTER REPEATER LEADER

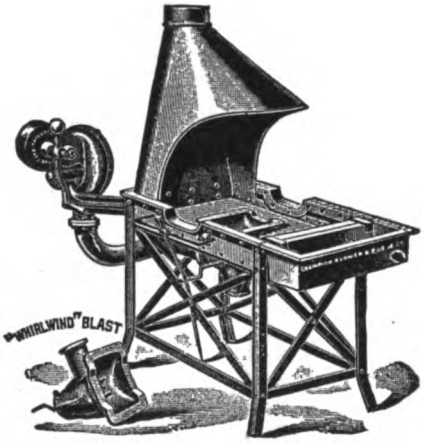
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CHAMPION

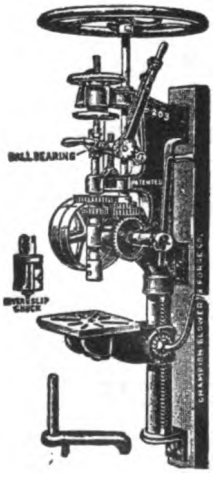
BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

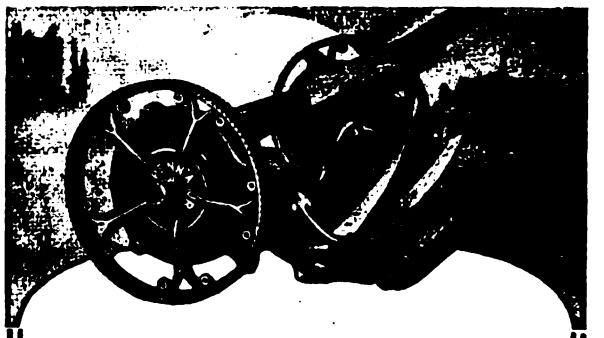
Built for Service

Carried in Stock by all Leading Jobbers

Write for 365-Page Catalogue

THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania, U. S. A.



IT is not only the appearance of quality, but the time-established reputation back of them, which make "PENNSYLVANIA" *Quality* Mowers good sellers.

PENNSYLVANIA LAWN MOWER WORKS

JOHN P. ATLEE'S SONS

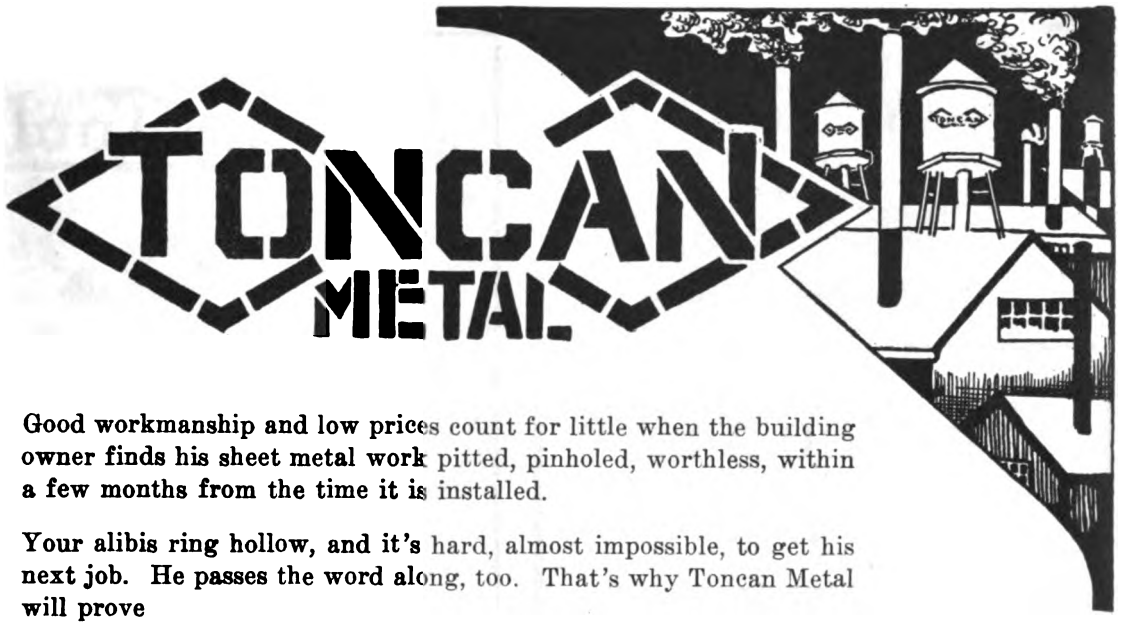
FOUNDED 1877 PHILADELPHIA

PENNSYLVANIA *Quality*

Look for this mark on the handle of all "PENNSYLVANIA" Quality Mowers.

'Pennsylvania'
'Pennsylvania, Jr.'
'Pennsylvania Golf'
'Pennsylvania Putting Greens Mower'
'Continental'
'Great American B. B.'
'Shock Absorber'
'Quaker City'
'Red Cloud B. B.'
'Orchid B. B.'
'Daisy'
'New Belmont'
'Bellevue'
'Panama'
'Delta B. B.'
'Electra'
'Pennsylvania Pony'
'Pennsylvania Horse'
'Pennsylvania Grand Horse'
'Pennsylvania Trio Horse'
—86-inch

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Good workmanship and low prices count for little when the building owner finds his sheet metal work pitted, pinholed, worthless, within a few months from the time it is installed.

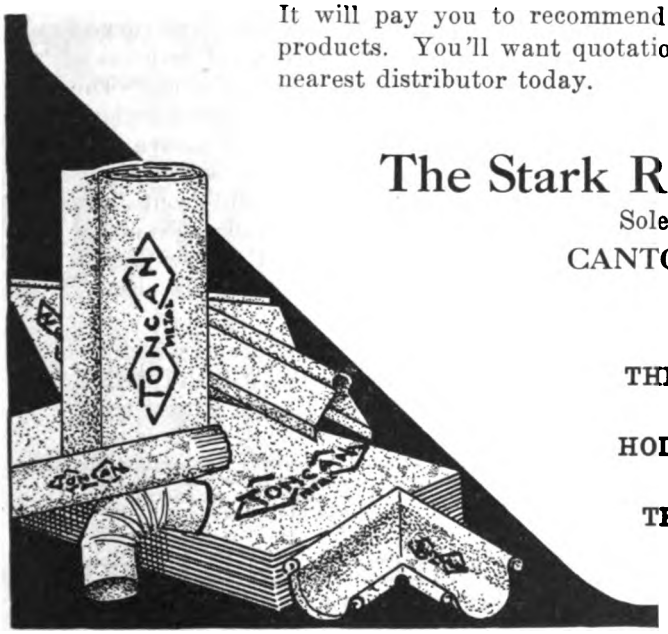
Your alibis ring hollow, and it's hard, almost impossible, to get his next job. He passes the word along, too. That's why Toncan Metal will prove

A Business Builder for You

Toncan Metal is a dense, homogeneous sheet metal. Every part of the sheet is as good as every other part. It's a more profitable proposition for you and it costs your customer less per year of service.

There are few builders who will not prefer Toncan Metal when they know the facts. These facts are contained in our book, "Corrosion—The Cause—The Effect—The Remedy." Yours on request.

It will pay you to recommend and use Toncan Metal sheets and products. You'll want quotations and further information. Write nearest distributor today.



The Stark Rolling Mill Co.

Sole Makers

CANTON, OHIO

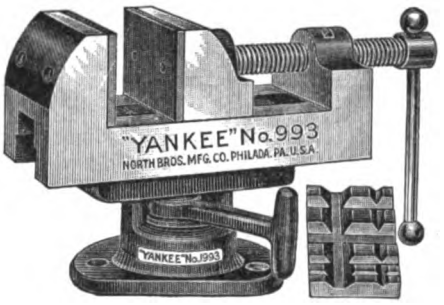
Coast Distributors

THE BERGER MFG. CO., OF CAL.
San Francisco—Los Angeles

HOLBROOK, MERRILL & STETSON
San Francisco—Los Angeles

THE FAILING-McCALMAN CO.,
Portland, Ore,

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"Yankee Vise" No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs, and all users of high grade labor saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" Wide, 1⅞" Deep, Opening 3⅛", Base 7½" long.

YOUR JOBBER WILL SUPPLY YOU

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

Stanley Tools



To Increase Your Small VISE Business Put in a Line of

"JERSEY" VISES

They are strong, serviceable tools and have long been popular with both mechanics and amateurs. The SCREW (body, head and collar) is in one piece turned from cold rolled steel and has a square lathe cut thread. The steel Jaws are hardened and all Jaws are ground to insure that they meet squarely when tightened. Both back and front Jaws are filed to fit. Made with either Clamp or Swivel Bases, with iron or steel Jaws, and in six sizes.

Displayed on the Stand which accompanies each ASSORTMENT, they cannot help but attract trade

We have special literature containing complete description of all styles. Let us send you a supply, also attractive display card

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

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6800 PEOPLE

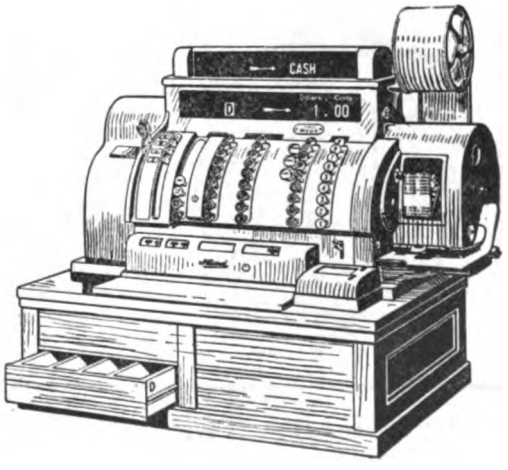
Make nothing but National Cash Registers

THEY work with the best materials that we can buy. They are well organized. They are carefully trained. Their working conditions are good.

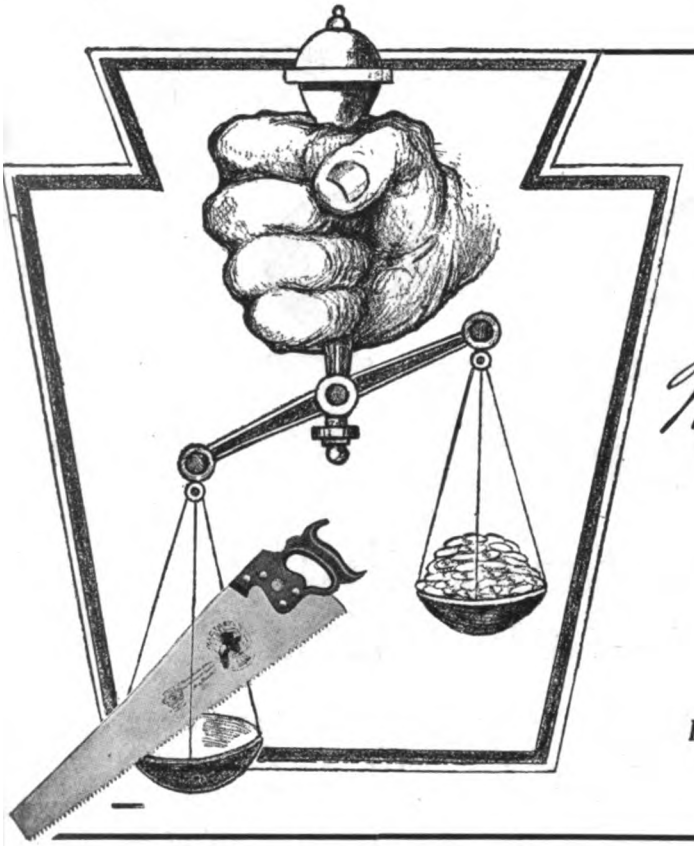
They are making a machine that is the result of 35 years of study. Into this machine we have put thousands of suggestions from merchants all over the world.

These 6,800 workmen are doing their work so well that we are making and selling more than 325 registers a day.

The National Cash Register Company
Dayton, Ohio
Offices in all the principal cities of the world



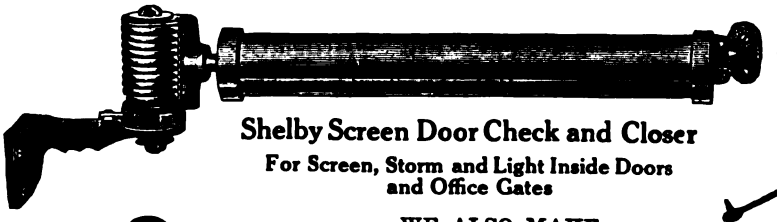
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Worth many times its cost

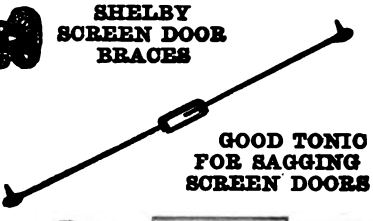
HENRY DISSTON & SONS
INCORPORATED
Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, U. S. A.

SHELBY SCREEN DOOR HARDWARE

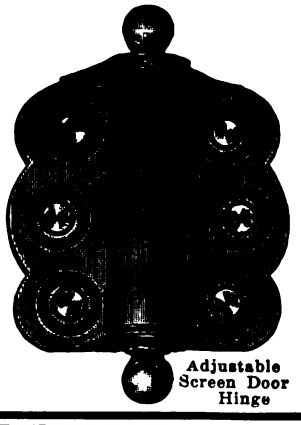


Shelby Screen Door Check and Closer
For Screen, Storm and Light Inside Doors and Office Gates

SHELBY SCREEN DOOR BRACES



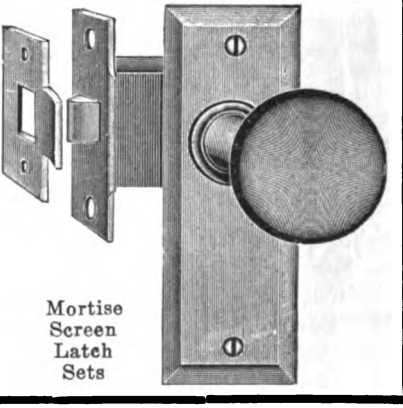
GOOD TONIC FOR SAGGING SCREEN DOORS



Adjustable Screen Door Hinge

WE ALSO MAKE

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**



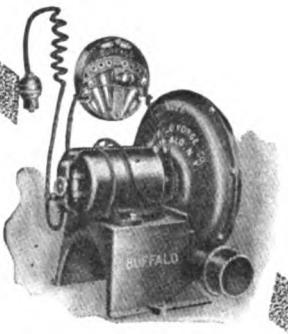
Mortise Screen Latch Sets

THE SHELBY SPRING HINGE CO. - - SHELBY, OHIO, U. S. A.
POND HARDWARE SPECIALTY CO., Los Angeles, Cal. ←— *Coast Representatives* —→ **D. L. HERMAN, Seattle, Wash.**

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Built for Service



Blacksmiths and garagemen are determined to have the best that may be had in tools—their work today demands it.

Buffalo Forges, Drills, Blowers, Punches and Shears are backed by the critical test of over forty years. Each machine is designed to meet specific requirements. Dealers find the Buffalo line profitable sellers.

Write Dept. 37 for Complete Catalog

BUFFALO FORGE COMPANY
BUFFALO, NEW YORK



"Buffalo"



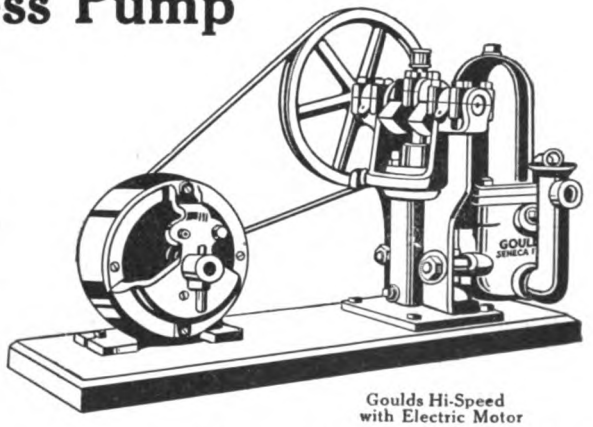
Home Owners Appreciate This Noiseless Pump

The noiseless feature of the Goulds Hi-Speed is more than a good talking point; it is a strong **selling** point. And there are other features equally good, such as the self-oiling arrangement which assures perfect lubrication at all times.

GOULDS

HI-SPEED
REG. U. S. PAT. OFF.

Pumps and Pumping Outfits



Goulds Hi-Speed with Electric Motor

are made in 13 combinations, including one for gasoline engine, 8 for electric motor on 110 and 220-volt electric lighting currents and 4 for operation from home lighting systems. By keeping in stock only one of these models and a set of extra parts, you can build up any of the others which your trade may demand.

Write for circular and prices

THE GOULDS MFG. COMPANY, Seneca Falls, N. Y.

Northwest Agent, D. L. HERMAN,
214 Maritime Bldg., Seattle, Wash.

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THIS GARAGE—IS DISTINCTIVE



--because the doors are equipped with

RICHARDS-WILCOX

Slidetite

(Patented)

Garage Door Hardware

Easy to operate—occupy little space when open—will not sag—close tight, keeping out the severe weather and requiring less fuel to heat the garage. "SLIDETITE" Hardware for industrial as well as private garage doors.

Write for Illustrated Book "Distinctive Garage Door Equipment"

"A Hanger for Any Door That Slides"

Richards-Wilcox Manufacturing Co

SAN FRANCISCO LOS ANGELES NEW YORK CHICAGO

AURORA, ILLINOIS, U.S.A.

Richards-Wilcox Canadian Co., Ltd., London, Ont

PHILADELPHIA MINNEAPOLIS BOSTON ST. LOUIS

"A Hanger for Any Door That Slides"

Pioneer SLATE . . . SURFACED SHINGLES

"The Modern Roof"



Colors: Red and Green.

Styles: Individual and Slab.

The artistic effect of Pioneer Slate Shingles cannot be secured with wood shingles.

Very reasonable in first cost and no expense of upkeep.

THIS RESIDENCE AND GARAGE ROOFED "THE MODERN WAY"

PRACTICALLY FIRE PROOF—LOW INSURANCE RATE

APPROVED BY THE NATIONAL BOARD OF FIRE UNDERWRITERS

Manufactured by

Dealers, Write for Samples and Prices

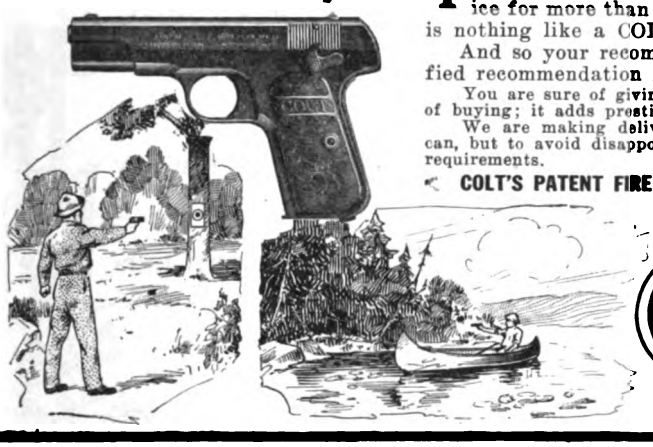
PIONEER PAPER CO. 247-251 SOUTH LOS ANGELES STREET LOS ANGELES - - - CALIFORNIA

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COLT

FIREARMS

Trade Mark Reg



For essential home protection. For a constant outdoor companion. Give them the best—a COLT

YOU know, and every dealer knows, that for superior workmanship, for a reputation for unfailing service for more than three-quarters of a century, there is nothing like a COLT.

And so your recommendation should be an unqualified recommendation for a COLT.

You are sure of giving satisfaction. Keep up the standard of buying; it adds prestige to your store.

We are making deliveries just as rapidly as we possibly can, but to avoid disappointment, do not delay in stating your requirements.

COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn.

REVOLVERS
AUTOMATIC PISTOLS

SERVICE Brier Hill Steel Company

A. C. BULOPSON, Pres.

BRIER HILL STEEL CO.

OF CALIFORNIA

SERVICE Brier Hill Steel Company

J. S. BISHOP, Sec'y.

OPEN HEARTH

STEEL SHEETS

Mills at Youngstown Ohio

BOX AND BLUE ANNEALED
GALVANIZED, FLAT, CORRUGATED

STEEL TANK PLATES

Mills at Niles Ohio

MILL SHIPMENTS ONLY RIGHT PRICES BEST SERVICE

BRANCH OFFICES
1213 L. C. Smith Bldg., Seattle, Wash.
403 Railway Exchange Bldg., Portland, Oregon
1446 Malvern Ave., Los Angeles, Cal.

359-365 MONADNOCK BUILDING, SAN FRANCISCO

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Summer Suggestions for Rope

4-st Clover Leaf Manila for Hay Stacking Rope. Stock sizes, 3/4", 13/16", 7/8" and 1".

2-ply Sisal Bale, 5 lb. balls, 10 balls to the sack. Handy about the farm or garage.

5/8" and 9/16" Sisal make good halter ropes.

5/8" and 3/4" Standard Manila for boom rope for hay wagons.

CLOVER LEAF MANILA ROPE for all general purposes. The right thing in the right place. DURABILITY AND SERVICE.

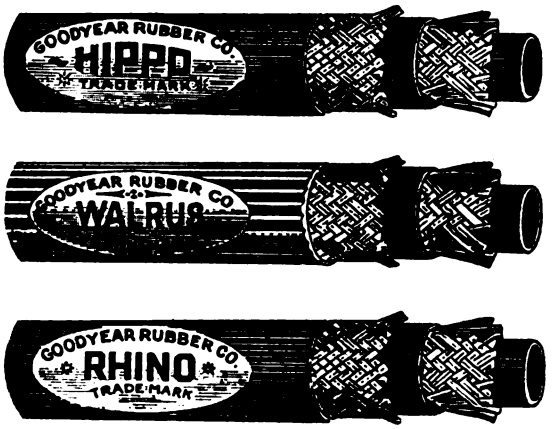
Trade Mark

Portland Cordage Company

Portland, Oregon *Seattle, Washington*

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

539 Mission Street SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St. & Pine St. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

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"PITTSBURGH PERFECT"
WIRE NAILS
ALL KINDS

BARBED WIRE
BALING WIRE AND TIES

AT RIGHT PRICES TO YOU

Carload Shipments from Pittsburgh Mills to All Points on the Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO.
359-363 Monadnock Building, SAN FRANCISCO

A. C. RULOFSON CO.
SALES MANAGERS

BRANCH OFFICES: 1213 L. C. Smith Bldg., Seattle, Wash.
403 Railway Exchange Bldg., Portland, Oregon.
1446 Malvern Ave., Los Angeles, Cal.









LUFKIN
TAPES AND RULES

Favorably Known for Years
SELL WELL

THE LUFKIN RULE CO.
SAGINAW, MICH.
New York





WAGNER Door Hangers and Tracks



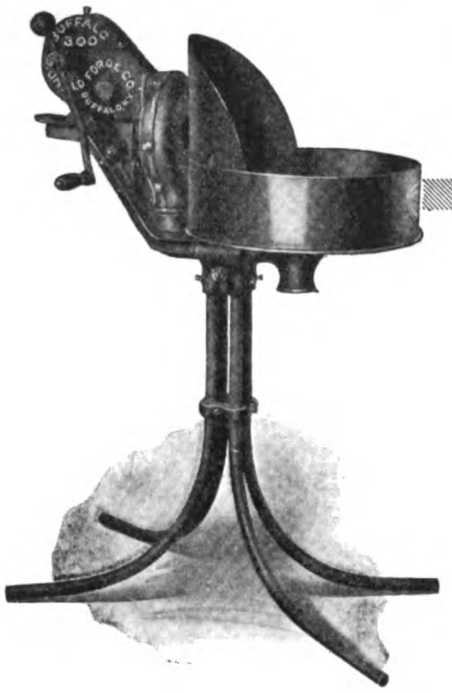
Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T. Cedar Falls, Iowa.

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BUFFALO

"THREE HUNDREDS"

This rivet forge is one of a series of unusually popular forges equipped with the well-known Buffalo "Three Hundred" Blower.

This blower operates with a bronze spiral gear with steel spiral pinion. The gears are entirely enclosed in a dust and leak proof case which permits of oil bath lubrication. The high speed fan shaft runs in radial ball bearings.

Write for catalogue 100-37, which shows a full line of these popular sellers.

Buffalo Forge Company
BUFFALO, N. Y.

PORTER'S
New Easy Bolt Clippers



Are you handling the

10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

Omer Cox
Postal Telegraph Bldg., San Francisco, Cal.

Jones & Cox,
Newhouse Bldg., Salt Lake City, Utah

Sands & Cox,
San Fernando Bldg., Los Angeles, Cal.

Turnbull & Cox
Inter State Trust Bldg., Denver, Colorado

Strimple & Cox,
L. C. Smith Bldg., Seattle, Wash.

Strimple & Cox
Corbett Bldg., Portland, Ore.

Cooper & Cox, El Paso, Texas

H. K. PORTER
Bolt Clipper Specialist
6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



"THE PONY"

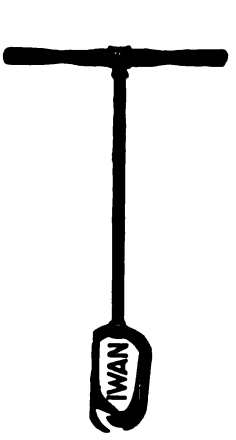
IT'S GUARANTEED
SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.
CHICAGO, U. S. A.

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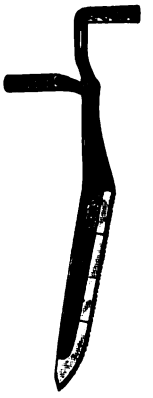
MAKE THESE FOUR IWAN TOOLS





YOUR LEADING SELLERS TOO





IWAN Post Hole and Well Auger, 3 to 16 in. 6, 7, 8, 9 and 10 in. are the best selling sizes
IWAN Hercules Post Hole Digger.
IWAN Perfection Post Hole Digger.
IWAN Sickle Edge Hay Knife.

Order from your jobber by the above names. The GENUINE Iwan Post Hole Auger will bring you sales not possible with imitations, and they will not cost you any more. IWAN Augers are advertised in the leading farm journals. Write for our new catalog.

IWAN BROTHERS, Manufacturers of Hardware Specialties - South Bend, Indiana



Say "W & B" Cotter Pins

Cotter Pins don't make up the big end of our business, but it's our business to make everything we make as well as it can be made.

That's your guaranty when you say "W & B" Cotter Pins in your order. We have them ready in all sizes or assortments. Also Flat Riveted Keys in sixty-nine sizes and patterns, and Flat Spring Keys in all sizes.

Send for a New Spring Cotter List

The WHITMAN & BARNES MANUFACTURING CO.

General Offices: Akron, O.
Factories: Akron, O.; Chicago, Ill.; St. Catharines, Ont.

W&B

Trade Mark Registered U. S. Pat. Off.

European Office: 139 Queen Victoria St., London, E. C.

Established 1854 Whitman & Barnes

TWIST DRILLS — REAMERS — WRENCHES — COTTER PINS

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Genuine **"PHILADELPHIA"** Lawn Mowers

1869—GOLDEN ANNIVERSARY—1919

STANDARD OF THE WORLD

22 Styles Hand Mowers
5 Styles Horse Mowers
3 Styles Motor Mowers

The Most Complete and Up-to-date Line on the Market

A Mower for Every Condition and Requirement

Special folder fully illustrating and describing Motor Mowers, the most up-to-date and satisfactory on the market, in operation all over the country, in parks, cemeteries, large estates, institutions and Government grounds, proving their superiority.

THE PHILADELPHIA LAWN MOWER CO.
31st and Chestnut Streets
PHILADELPHIA, PA., U. S. A.

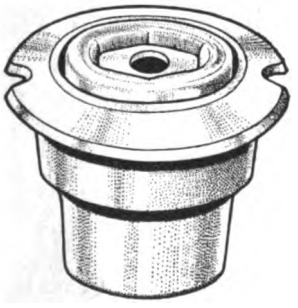
HAVEN & HAVEN, 508 Mission St., San Francisco, Cal.
San Francisco Selling Agents

30-In. Walking Type, 4 h. p.
40-in. Riding Type, 8 h. p.
FLEXIBLE FRAME

Catalog on Request



Thompson Adjustable Sprinkler Heads



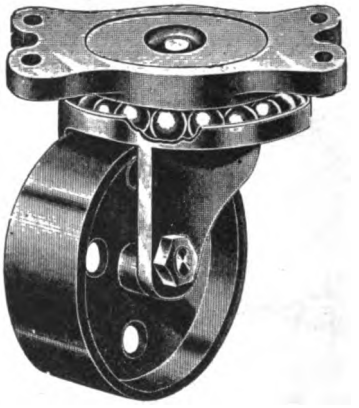
For Permanent Lawn Sprinkling systems embody the utmost simplicity in construction and efficiency in operation.

Made of brass and zinc,
Will last a lifetime

Write at once for folder or information regarding sprinkling systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue,
LOS ANGELES

CASTERS



WHEELS, WHEELBARROWS, STORE AND FACTORY TRUCKS, CONCRETE MIXERS, ETC.

Have you our catalog?

"KEEP YOUR ... ON WHEELS"

San Francisco, Cal.

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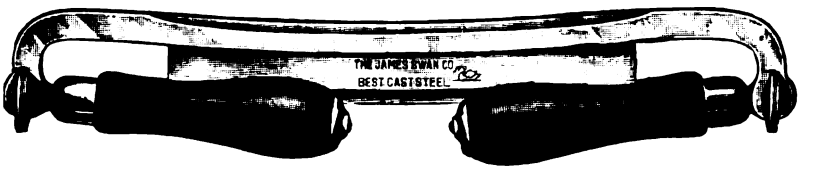
THE JAMES SWAN COMPANY

SEYMOUR **CONNECTICUT**

Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



Gouges
Screw Drivers

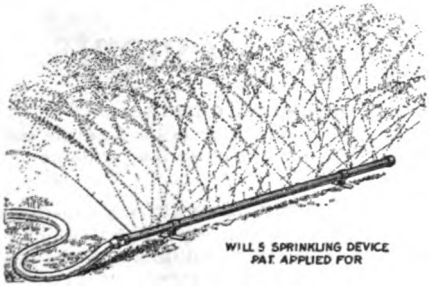
New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1918"

Three Superior Qualities

Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust — No Leaks — Solid standards — securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.

607 CROCKER ST. LOS ANGELES, CAL.

"Easy Emptying" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers

California Hdw. Co.
Pacific Hdw. & Steel Co.
Failing-McCalman Co.
The Schaw-Batcher Co.
Moneyman Hdw. Co.
Schwabacher Hdw. Co.
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ST. PAUL, MINN., U. S. A.

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Big Little Profit Builders

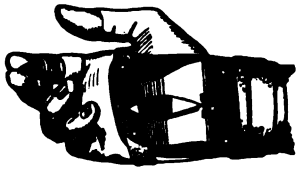
Kees Money Making Devices for Hardware and Building Material Dealers

Fast Corn Husking

And freedom from cut hands and strained wrists is made possible by

Kees

CORN HUSKERS



Farmers will soon be asking for these handy necessities. They are perfectly made in every respect. Patterns to suit everyone.

Get Your Supply Now

SEND FOR LIST AND FREE SAMPLES TO DEPT. 18

F. D. Kees Mfg. Co. Beatrice, Nebr.

MYERS PUMPS

FOR EVERY PURPOSE



There is an ever increasing demand for better pumps—pumps that are dependable and known for their pumping worth. Myers Pumps have always been considered to be "better pumps," and dealers who handle them have but few complaints from year to year. If you are a pump dealer it will pay you to feature a standard line like the MYERS, which includes modern and proven Hand, Windmill and Power Pumps for every purpose. Let us send you catalog and quote—this is pump time.

F. E. MYERS & BRO.

No. 42 Orange St., Ashland, Ohio

SNAPS

FOR THE HARDWARE MAN

FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS

In All Regular Sizes from ⅜ to 1½ Inches



TROJAN OPEN EYE SNAP

Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.

TROY, N. Y.

American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

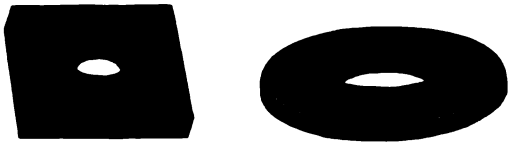
Manufactured by

The Wm. Connors Paint Mfg. Co.

1852 TROY, N. Y. 1918

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There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

Gray Iron Castings



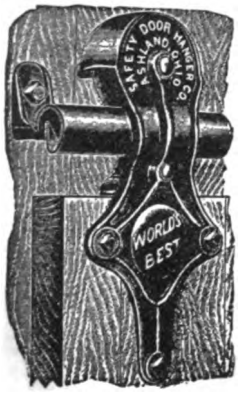
Capacity production enables us to supply the Hardware Trade with a full and complete line of Farm Wagon and D V Skeins, in all sizes.

Can also furnish reach plates, rub irons, brake shoes and other gray cast iron parts.

All orders cared for promptly.

Specifications and quotations on request.

Kentucky Wagon Mfg. Co.
Incorporated
Louisville, Kentucky



YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST" IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

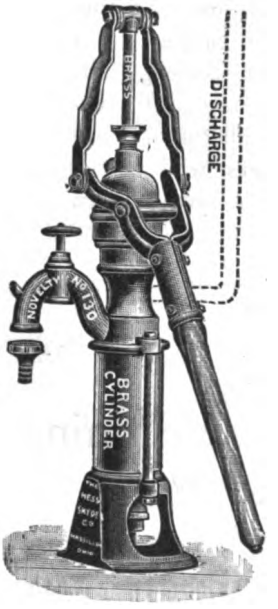
SAFETY DOOR HANGER CO.
ASHLAND, OHIO, U. S. A.

C. N. & F. W. JONAS, Rialto Bldg., San Francisco, Cal., and Equitable Savings Bank Bldg., Los Angeles, Western Representatives.

GET IN A SUPPLY OF

NOVELTY FORCE PUMPS

And treat your customers to the best.



(No. 130)

We are the manufacturers of the original 'Novelty' Pump for wells and cisterns. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio

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SIMONDS SAWS



"I Tell You, It's a Great Saw!"

Simonds are in popular demand wherever saws are used. A line of Simonds Saws carried by a live hardware dealer means better business for the store, because Simonds customers are satisfied customers, who appreciate high grade goods. In Simonds they get the best there is in saws.

Simonds Manufacturing Company

"The Saw Makers"

Portland, Ore. Seattle, Wash.
San Francisco, Cal. Vancouver, B. C.

Remove Stock Rapidly and Smoothly



FILES OF QUALITY

"The DELTA

Is the only Line of Files from 3 to 24 inches that are made absolutely of

CRUCIBLE STEEL"

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

Use Delta Files in your shop—you will increase your output and greatly reduce your cost of filing.

TRADE MARK DELTA

This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

DELTA FILE WORKS

PHILADELPHIA, PA.

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"SAMSON"

MEANS STRENGTH

SAMSON HAND & BENCH PUNCHES are a boon to every workman on the job.

SAMSON No. 1 HAND PUNCHES appeal because:

1st—Their very powerful leverage—10 to 1 ratio.
2d—Have greatest punching capacity for size & wt.
3rd—Make no burr after cutting.
4th—Interchangeable punches and dies—in 7 sizes—easily inserted and removed.
5th—Easy to work and comfortable to handle.
6th—Weight one pound, length 8 inches—can be carried in your pocket or kit.

A NECESSITY FOR EVERY SHOP

The SAMSON No. 3 BENCH PUNCH, with a powerful leverage of 24 to 1, is intended for work beyond the capacity of the Samson Hand Punch and will punch holes from ⅛ to ⅜" in soft metal up to 12 gauge.



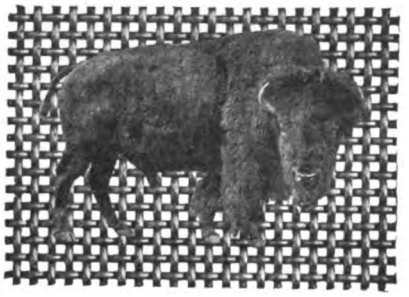
Extra sets of punches and dies, size ⅛, 3-16, ¼, 5-16 and ⅜", easily inserted and removed.

Has detachable tubular handle and weighs only 20 lbs.

THESE are the POINTS that SELL Samson Punches. Catalogue showing our complete line on request.

MACHINE APPLIANCE CORPORATION
351 Jay St., Brooklyn, N. Y.

"BUFFALO"



Trade Mark Reg. U. S. Pat. Office

WIRE CLOTH

Insures QUALITY, SERVICE AND SATISFACTION wherever used. Made in steel galvanized, brass, bronze and many other metals.

If you are not thoroughly acquainted with "BUFFALO" Wire Cloth, send for copy of our No. 8 AF Catalog which will be mailed gratis upon request.

Buffalo Wire Cloth

A yellow tag like this with the imprint of the "BUFFALO" is on every piece or roll of genuine "BUFFALO" Wire Cloth. It is our guarantee and your protection.

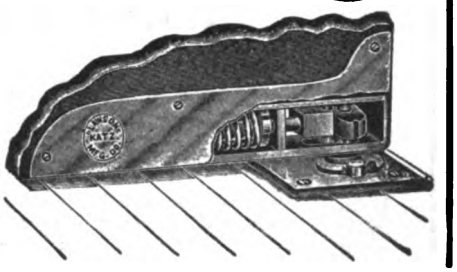
BUFFALO WIRE WORKS COMPANY
Formerly Schoeler's Sons
524 TERRACE - BUFFALO, N. Y., U. S. A.



Surface Floor Spring Hinges



Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL release of door. INVISIBLE TOP PIVOT AND SOCKET. MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.



LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois
New York Office, 85 Walker Street



GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

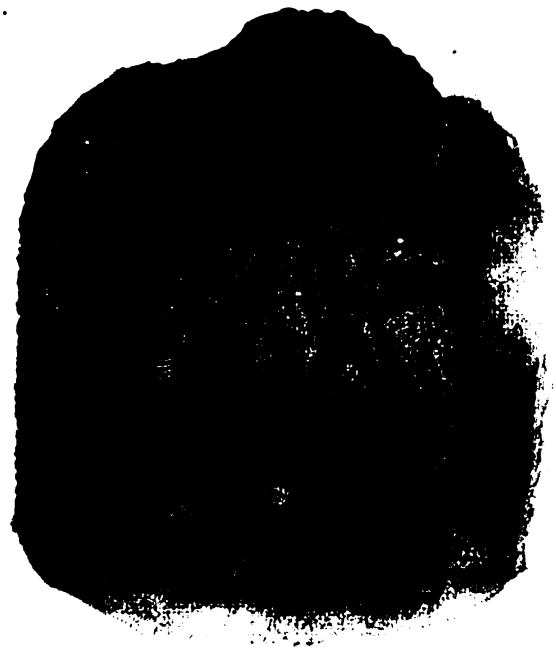
J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY,
Western Representative,
Lankershim, Cal.

THOS. M. GARDINER,
Oregon and Washington Representative. P. O. Box 299, San Francisco.



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"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

Established 1863

ONLY

BOMMER

DOUBLE ACTING SPRING BUTT HINGES



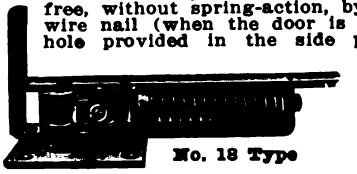
have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge

Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD
CLOTHES LINES
SOLID BRAIDED ROPE

SHADE CORD
MASONS' LINES
CHALK LINES

Send for catalogue and samples.

Samson Cordage Works

BOSTON, MASSACHUSETTS

ATLAS

10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles

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MADE IN THE UNITED STATES OF AMERICA
WORCESTER, MASS.



MANUFACTURERS

WOOD SCREWS

MACHINE SCREWS

CAP SCREWS SET SCREWS

STOVE BOLTS

RIVETS BURRS

NUTS

REED & PRINCE MFG. CO.

WORCESTER, MASS., U. S. A.

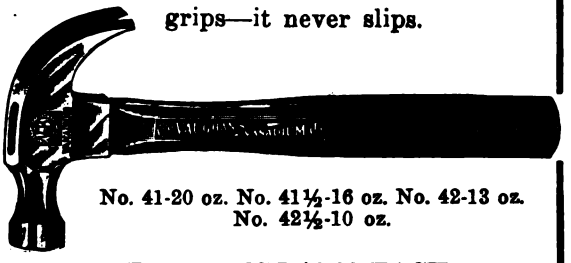
V&B

Vaughan's Vanadium NAIL HAMMER

AMERICA'S PREMIER NAIL HAMMER

Vanadium purifies the steel and prolongs the life of the Hammer.

All Vaughan's Vanadium Nail Hammers have our Non-SLIP CLAW. The Claw grips—it never slips.



No. 41-20 oz. No. 41½-16 oz. No. 42-13 oz.
No. 42½-10 oz.

RETAIL PRICE $2.00 EACH

For sale by all jobbers.

VAUGHAN & BUSHNELL MFG. CO.
Makers of Fine Tools
2114 Carroll Ave. Chicago

"LENOX"

HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U. S. A.

GARDENS — GARDENS — GARDENS



Never—were there so many people engaged in Gardening.

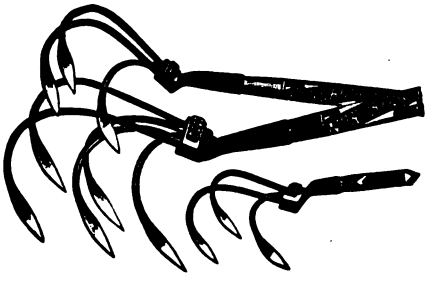
Increased production, is our Country's cry.

"NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."



C. S. NORCROSS & SONS
Manufacturers BUSHNELL, ILL., U. S. A

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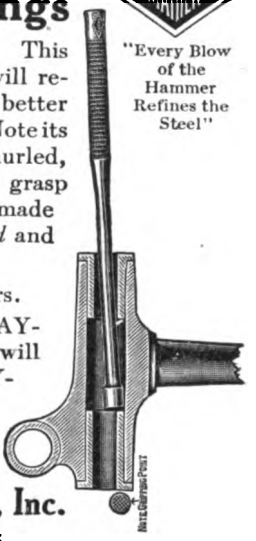
This BUSHING PUNCH Easily Gets Those Difficult Bushings

"Every Blow of the Hammer Refines the Steel"

The Gripping Point does it. This MAYHEW Bushing Punch will remove a spindle body bushing better than any other yet designed. Note its simplicity. Note its finely knurled, patented hand hold—easy to grasp even with oily fingers. It is made of finest tool steel *hand forged* and electrically tempered.

Fully warranted by the makers.

Sell your customer this MAYHEW Bushing Punch and he will always ask to see the MAYHEW Model of any tool he is interested in.



At your jobber's—or

Mayhew Steel Products, Inc.

291 Broadway, New York

508 Mission Street
San Francisco

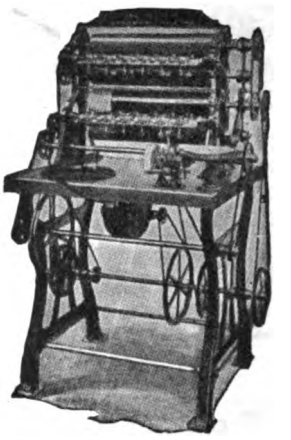
130 N. Market Street
Chicago

MAYHEW MADE TOOLS
ARE RIGHT

Works Both Ways

"It's a poor rule that won't work both ways."

Heretofore when safety razor blades were scarce and hard to get—men kept having their "old blades" resharpened. Now that the blade situation is better many new customers are buying safety razors and blades. As soon as dull they take their blades to the dealer, who sharpens them with a



Hatfield Complete Sharpening Machine

Are you one of these dealers? Be one and sharpen all makes of safety razor blades on this wonderful machine.

A 12-blade Hatfield sharpens 12 blades (any make) and sharpens them **perfectly** in 5 minutes.

Hatfield machines are sharpening from 100 to 700 blades a day for many.

HYFIELD MFG. COMPANY
21 WALKER STREET NEW YORK CITY

"STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

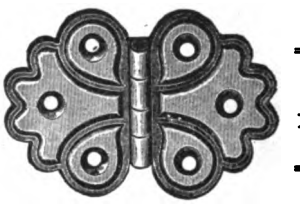
STAR EXPANSION BOLT CO.
Trade "SEBCO" Mark
STOCKS AT
147 Cedar Street, New York
120 West Lake Street, Chicago

EMBOSSED SURFACE HINGES

Fourteen different styles and sizes in

THE BRAINERD LINE

GOOD SELLERS



GOOD PROFIT

No. 1015

THE BRAINERD MFG. CO.
East Rochester, - - - N. Y., U. S. A.

Ohlen Saws

Columbus, Ohio

Western Branches
Portland, Ore. San Francisco

Standard for Sixty-Five Years

HARDWARE AGENTS WANTED



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus.
O. J. CHILDS CO., Utica, N. Y.

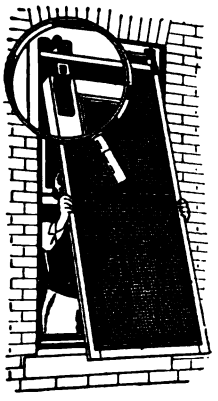
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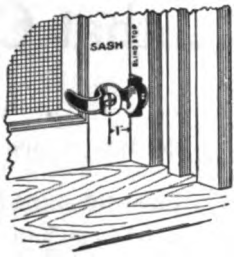
STIMPSON GROMMETS WASHERS

79 FRANKLIN AVE. BROOKLYN, NEW-YORK

Give Them PHENIX QUALITY

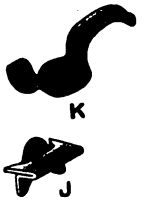
In Screen and Storm Sash Hangers and Fasteners





Phenix Storm Sash Hangers and Fasteners are simplest, handiest, easiest applied, most efficient—that's why they sell best. New improvements put them in a class of their own. Write today for Catalog showing full Phenix line. Samples free.

Sold by all leading jobbers of the Northwest.



No. 30 Fastener



No. 114 Hanger

PHENIX MFG. CO., 038 Center St., Milwaukee, Wis.

Sold by All

Leading Jobbing and Supply Houses

Buy a

SAMSON or ROWELL

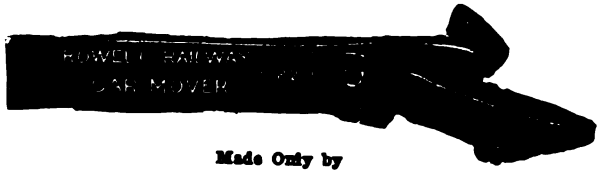
Railway Car Mover

And Have a

LITTLE SWITCH ENGINE

OF

YOUR OWN



Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

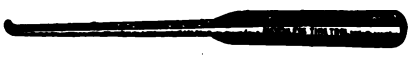
PRICE EACH, $5.00

BRIDGEPORT HARDWARE MFG. CORP.

BRIDGEPORT, CONN.

AUTOMOBILE TIRE TOOLS

MATCHLESS KNIFE HANDLES

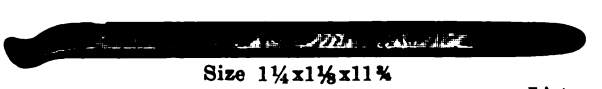


Length 11½ inches. List.

No. 38 Polished Ends.....$6.00 doz.
No. 39 Full Polished.....$9.00 doz.

C. W. GAUSE CO., Western Sales Agents, 693 Mission St., San Francisco, Cal.

REX—ALL STEEL



Size 1¼x1⅛x11¾

List.

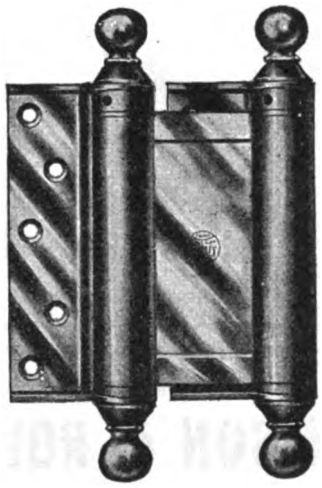
No. 154 Blued Polished Ends.....$4.00 doz.

J. C. McCARTY & CO., Eastern Sales Agents New York City

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TRADE
CHICAGO
MARK
SPRING HINGES

Here is the "Triplex"—a hinge in great demand. Note its graceful lines and handsome appearance.

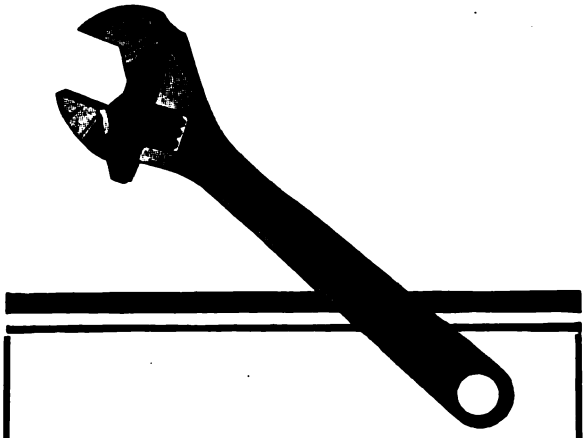


You can safely stake your reputation on its *quality* and *performance*. It swings doors faultlessly. Thousands in use.

Sell a product that brings satisfaction and nets a good profit. Keep well stocked.

Send for Catalogue H-36

Chicago Spring Butt Company,
CHICAGO NEW YORK
Ewing-Lewis Co., San Francisco, Los Angeles
Pacific Coast Representatives



"Hand me that Crescent"

—familiar words around any garage or machine shop.

For difficult, inaccessible jobs, a good mechanic reaches for his Crescent Wrench as naturally as he fumbles for his pipe and "Crimp-cut" after a hearty meal.

All jobbers sell Crescent Wrenches —most good hardware stores stock them.



Write for new catalog of Crescent Tools.

CRESCENT TOOL CO.
Jamestown, N. Y.

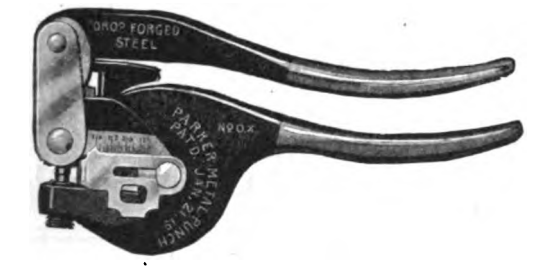
Crescent
ADJUSTABLE WRENCH

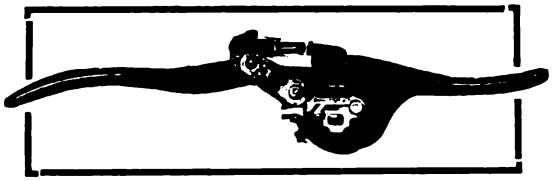
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NOW--- We Announce the

PARKER METAL PUNCH

NUMBER O. X.





The Improved Tool

The Parker Metal Punch No. O. X. is the only tool on the market that has a front and side gauge combined—which eliminates the necessity for center punching your work and the waste of time and labor in locating a center, as in other punches. The steel gauge also acts as a wrench for the changing of punches, and as a Screw Driver for replacing of dies.

It is made of drop forged Steel, and all parts are hardened throughout. It weighs about 2⅝ lbs. and will punch with ease a 17-64" hole in No. 16 gauge steel or its equivalent.

To change punches it is only necessary to move the swinging stop to one side and throw the handle out of position. Then using the Gauge as a wrench remove the nut on the Punch-Holder.

PARKER SUPPLY COMPANY, Inc., Mfrs., New York City

DIVISION OF NATIONAL CHAIN COMPANY, NEW YORK

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

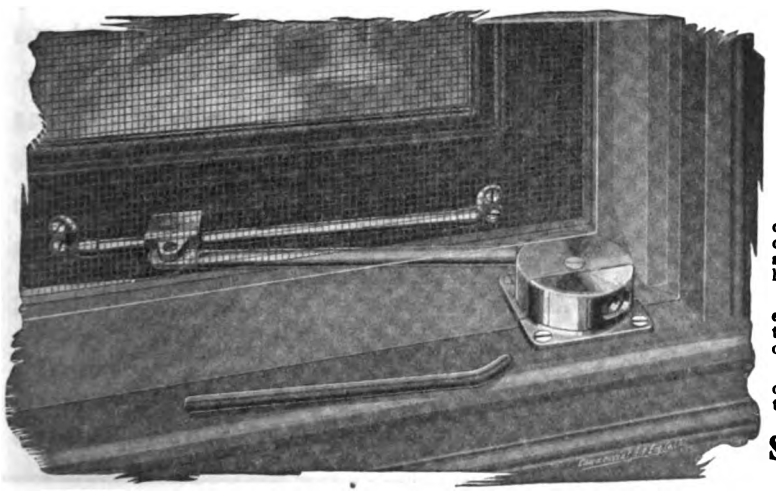


Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
136 W. Lake Street, Chicago

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SUMMER SPORTS

STIMULATE THE SALE OF MANY ITEMS WHICH EVERY UP-TO-DATE HARDWARE MERCHANT SHOULD FEATURE

We can Supply you with a Complete Assortment of

Golf Goods — **Fishing Tackle**
Tennis Goods — **Guns and Ammunition**
Base Ball Goods — **Tents and Camp Supplies**

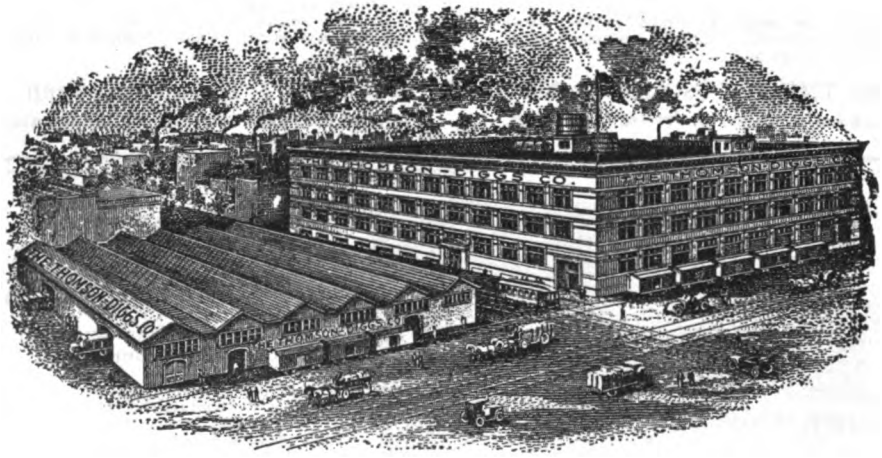
Automotive Equipment
Bicycles and Bicycle Supplies

Every Item of DEPENDABLE QUALITY and SERVICE
Equal to the Best

SALT LAKE CITY, UTAH — **The Salt Lake Hardware Co.** — POCATELLO, IDAHO

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

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Established 1899

THE

GENUINE

Hildebrandt Spinners

and Flies

MADE ONLY BY

The John J. Hildebrandt Co.

Logansport, Indiana
Portland, Oregon

SEE THEM AT YOUR DEALERS

Honeyman Hardware Co.

Ninth and Hoyt Streets
Fourth and Alder Streets
PORTLAND, OREGON

New Perfection
Oil Cook Stoves

Toledo Steam Cookers
For Canning

Seeger and White Mountain
Refrigerators

Garden Hose
In Rubber and Cotton

Camp Equipment
In Tents, Cots, Chairs, Stools, Beds
Tables, Stoves, Etc.

High Grade Fishing Tackle

A. M. HOLTER
Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER
Hardware Company

Spokane, Washington

WHOLESALE

Standard Trade-Mark Lines

Sargent Hardware
Monarch Ranges
Diamond Tires
Schuttler Wagons
Lincoln Climatic Paints
Automobile Accessories

Prompt, Courteous Service

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Hercules Cold Solder

Guaranteed to mend Holes, Cracks or Leaks in any kind of Metals, Aluminum, Granite Ware, Tin, Galvanized Ware, Brass, Iron, Lead, Gas, Steam and Water Pipes. Will make pipe joints tight and stop leaks and cracks in Cylinders, Gas Tanks and Automobile Radiators.

It is a necessity that you should supply.

Order a carton from your jobber. If he cannot supply you, write, giving his name.

FREIDEN MFG. CO.
FACTORY, SAN DIEGO, CALIFORNIA

TOOLS



Pexto
Stanley
Lufkin
Klein
Marshalltown
Maydole
Disston
Yankee
Walden

Gathered to Give Service to Retail Dealers

Strevell-Paterson Hardware Co.

SALT LAKE CITY, UTAH

Wholesale only.

H-W-2

NEW HAVEN SLUMBER STOPPER

ONE DAY ALARM

With Radium Dial and Hands

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.



Height ...5¾ inches
Dial .....3¾ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3¾ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE

HARDWARE

Pipe and Fittings	Sargent & Co.
Canton Steel	Builders' Hardware
Ammunition	Mill and Mining
Sporting Goods	Supplies
Blacksmith Supplies	

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HAMMOND LUMBER COMPANY

WHOLESALE HARDWARE

SPECIALIZING IN BUILDERS' HARDWARE

Sargents Locks and Hardware, Nails, Bolts and Barbed Wire, Beaver Board, Plaster Board, Upson Board.

Galvanized and Painted Corrugated Iron, Northwestern Expanded Metal Lath. Composition Roofings, Screen Cloth, Netting.

Full and complete lines of these materials stocked in carload quantities. We solicit your inquiries

Offices and Warehouses, Twentieth and Alameda Streets Los Angeles, California

---

H. ROTH & SONS

SPECIALTY

HARDWARE JOBBERS

We Carry

Sargent's Locks

and

Shelf Hardware

Every hardware merchant is familiar with **Sargent Packages**

They are uniform — the goods are nicely wrap'd and of superior quality.

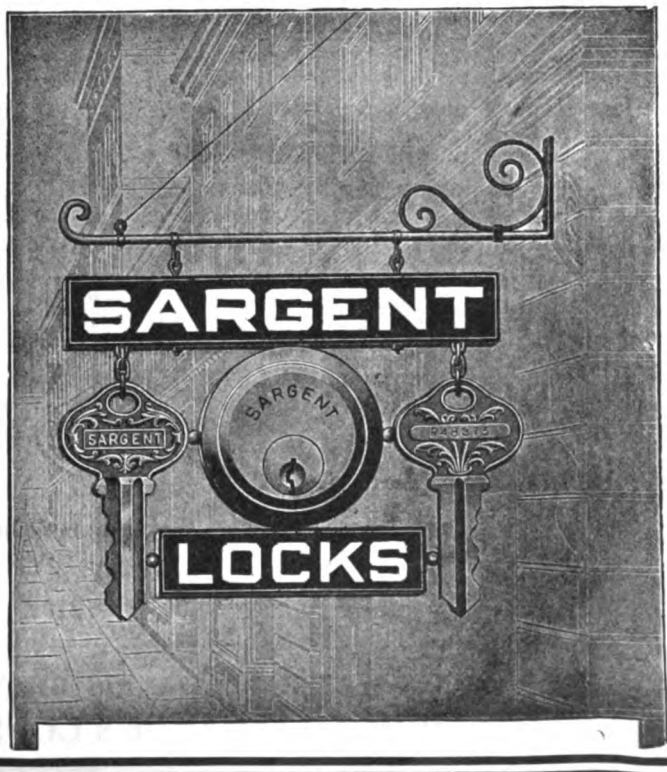
"Try Us First"

H. ROTH & SONS

Specialty Hardware Jobbers

942-944-946 Mission St.

San Francisco, Cal.



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Pyrex Transparent Oven Ware

Pyrex is the most lasting baking ware ever made; there is no doubt of its popularity, as sales have far exceeded our expectations. It never chips, flakes or crazes, even after years of use. It cannot rust, burn out or discolor and remains forever new.

WHY PYREX SELLS

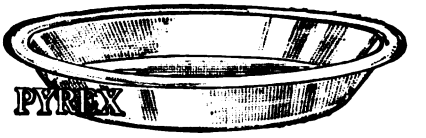
1. Helps save food.
2. Bakes quicker than other wares, because it absorbs heat rapidly—thus saving fuel.
3. Does not burn food.
4. Makes food more appetizing.
5. Keeps food hot for a long time.
6. Lessens drudgery of dish washing.
7. Is the most economical in the end.
8. Lends beauty to the table and is practical in the kitchen.
9. Is nationally advertised.
10. Guaranteed against oven breakage.



Cake Dish—Round



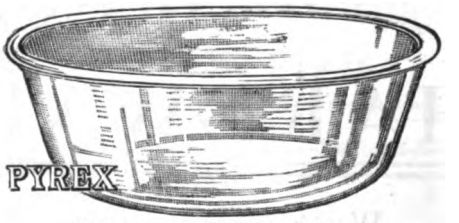
Custard Cups—Round



Pie Plate



Casseroles—Round



Pudding or Baking Dishes

For a full line of the above, see our Catalog No. 60, pages 619 to 621

Our stock is now complete and we are in a position to fill all orders promptly.

PYREX GIFT SET

For weddings, anniversaries, prizes, birthdays, showers—in fact, any time when a gift of distinction is desired. Packed in a specially attractive box.

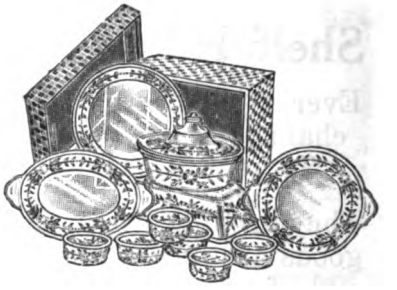


No. 1216

Each Set Contains:

1 ½-qt. casserols.
1 No. 322 au gratin dish.
1 No. 212 bread pan.
1 No. 202 8-in. pie plate.
1 No. 301 shirred egg dish.
6 No. 432 ramekins.

11 pieces.



No. 1216E

Engraved Pyrex

Same pieces as set No. 1216 only engraved.

No.		Wt. per set.	Per set.
1216	Gift Set	13½ lbs.	$7.00
1216E	Gift Set	13½ lbs. KNSX(A)	$28.00

One Set in a Carton

WHOLESALE DISTRIBUTORS

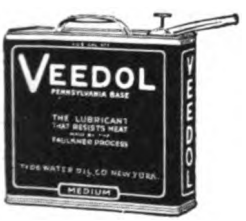
DUNHAM, CARRIGAN & HAYDEN CO., San Francisco, Cal., U. S. A.

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THE G & J MARK OF QUALITY

New Auto Motive Catalog





We take pleasure in announcing the completion of our new Auto Motive Accessory Catalog, which we will be pleased to supply to dealers upon request.

We have taken great pains to make this book a comprehensive reference authority and trust it will prove of material assistance to our many friends interested in automobile accessories.

It is our purpose to carry a large and complete stock of everything in the way of automobile accessories, and sincerely trust that we may have the privilege of supplying a portion of your requirements in this line.

Among the more important and everyday commodities in this department we especially recommend G & J Tires and Veedol oils and greases.

Cordially yours,

Baker, Hamilton & Pacific Company

Wholesale Distributors

Seventh, Townsend and King Sts.,

SAN FRANCISCO

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PERFECT CIRCULATION

OF DRY, COLD AIR IS ONE
OF MANY FEATURES
IN THE

Alaska and Herrick Refrigerators

DISTRIBUTED BY

MANGRUM & OTTER, Inc., SAN FRANCISCO



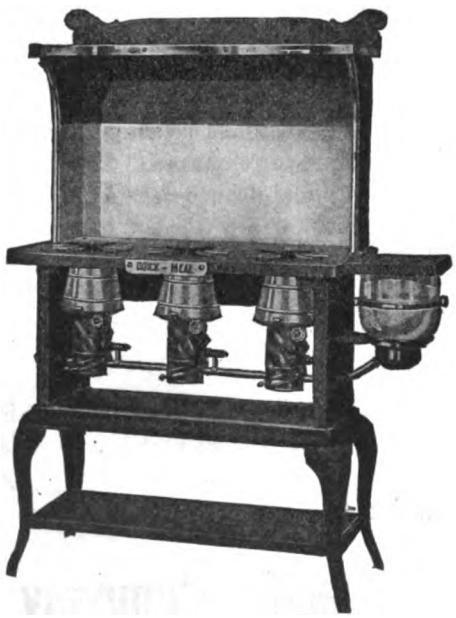
THE PACKHAM
Stove Pipe Crimper and Beader
MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO
If Your Jobber Does Not Carry It, Write Us

"ANSONIA" NAIL CLIP 15 CENTS

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.



Write
H. C. COOK CO. - ANSONIA, CONNECTICUT



"QUICK MEAL" Oil Stoves

Have proven themselves to be the best.

That is why there are so many more of them sold than others.

Write and Secure Agency

RINGEN STOVE COMPANY Division of American Stove Company
C. H. SCHIECK, *Pacific Coast Agent*
715 INDIANA STREET, NEAR 19th - - SAN FRANCISCO, CALIFORNIA

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Peters

.22 Cal. Long Rifle Semi-Smokeless Cartridges

were used by Mr. Arthur Hubalek in winning the

Indoor Championship of the United States

at the annual tournament of the .22 Cal. Indoor League, New Haven, Conn., Feb. 10 to 15, 1919

SCORE 2462 OUT OF A POSSIBLE 2500 POINTS

There is but one **Semi-Smokeless** powder—the one that has proved its superiority time and again, in the big rifle contests of the past fifteen or twenty years, and in the ordinary every-day shooting of thousands of particular sportsmen in every section of the country. The qualities and performance of **Peters Semi-Smokeless** are not theoretical, but practical and oft-proved.

THE PETERS CARTRIDGE COMPANY - Cincinnati, Ohio, U. S. A.

BRANCHES: NEW YORK—SAN FRANCISCO

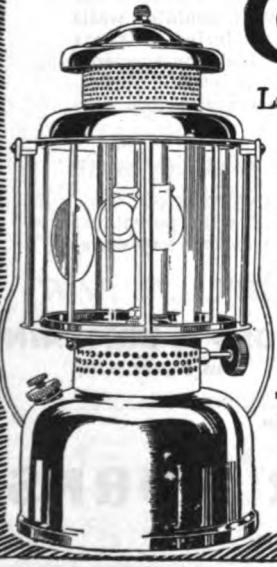
PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

Easy To Sell!

Hundreds of dealers are enjoying easy sales and nice profits by handling the COLEMAN line of lamps, lanterns and lighting plants. Coleman originated the portable gasoline lamp and lantern and has led the way in their development ever since. Nation-wide advertising tells your customers about Coleman products. Dealer helps and cooperative selling plans bring customers to your counter for easy closing.

Coleman Quick-Lite



Lamps and Lanterns light with common matches. No torch is needed. The novelty sells many, but its the *light* they give that has made the Coleman Quick-Lite the biggest selling line of lamps and lanterns in the world. Absolutely safe.

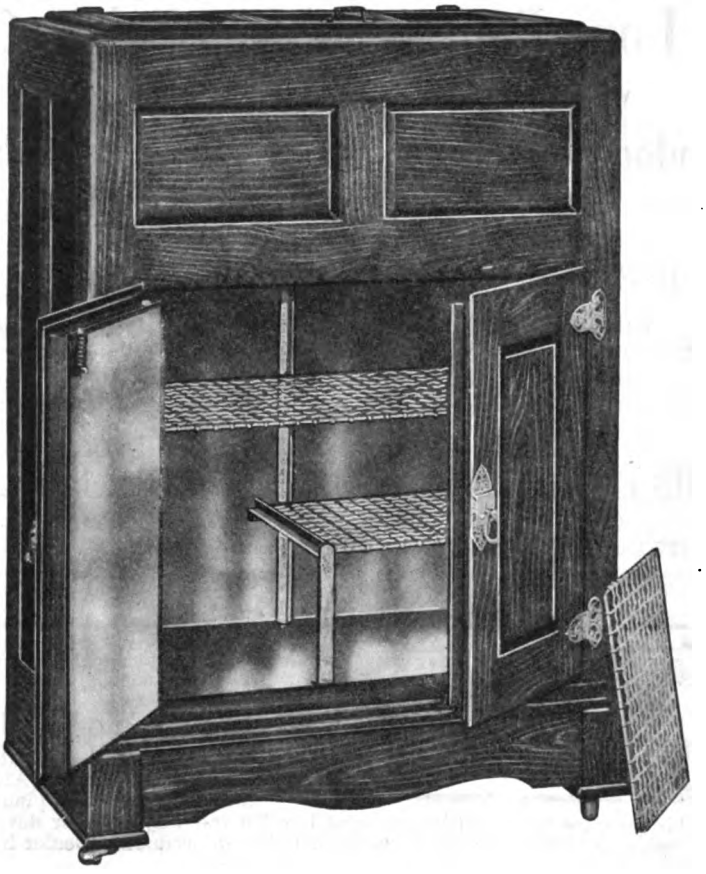
Write Nearest House for Particulars. Sold Only Through Dealers.

THE COLEMAN LAMP CO.
(Originators of Portable Gasoline Lamps and Lanterns)
Wichita, St.Paul, Toledo, Dallas, Chicago.



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MONARCH DRY AIR REFRIGERATORS



The three prime factors in a good refrigerator should be perfect preservative results, with economy of ice; hygiene or cleanliness, and durability. These desirable features are ensured in the popular Monarch line by a strong circulation of dry air; well insulated walls with dead air spaces; removable metal air flues, waste pipes and traps, rendering all parts of the interior easily accessible for cleaning, and by honest materials and construction. Money expended on a so-called refrigerator built without regard to practical results, simply to sell at a low price, should not be considered by dealers and users who desire to avoid spoiled food and large ice bills.

The Monarch is an old-established and popular line, but new and up to date in modern features.

It comprises a complete variety of styles with ash and oak cases, lined with porcelain; galvanized steel, white enameled; bright tinned wire shelves, and attractive hardware.

Prices are moderate, and liberal stocks are carried by the jobbers.

UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

It Will Pay You to Send for Catalogue and Investigate

MONARCH REFRIGERATOR WORKS
BURLINGTON, VERMONT

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Genuine "Acme" Fry Pans and Spiders

Cost no more than imitation or inferior articles



But they Build Up Your Trade and Satisfy Your Customers

Insist on the

Genuine Acme

if you want ware of uniform and highest quality

Examine Samples of This Ware and prove it for yourselves



Sold by all First-Class Jobbers throughout the West

ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES

LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company

BROOKLYN, NEW YORK

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Faultless Caster Company

Evansville  Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

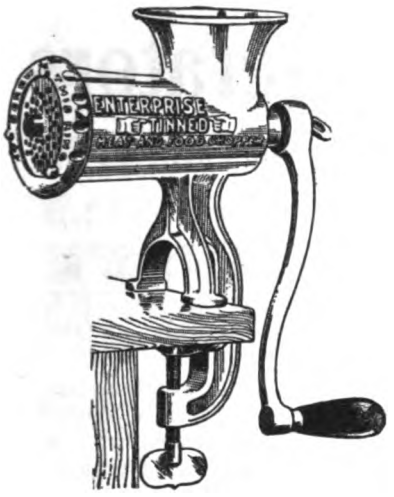
Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

Digitized by Google



No. 5, Family Size..$3.50
Larger Sizes.....$5.50 up

You can make good profits and meet all competition with the "ENTERPRISE" Line

There Is Only One "MEAT-AND-FOOD CHOPPER"

No matter how many kinds of "Choppers" there are, every dealer knows that the

"ENTERPRISE" Meat-and-Food Chopper

is the only one with the logical, true cutting principle.

There is never a doubt, never a question, as to which is the *best* chopper from the users' standpoint.

The principle of the "ENTERPRISE" *steel* knife-and-plate has been relentlessly driven into the public mind.

The majority of customers know and prefer the "ENTERPRISE"—standard for fifty years! And the rest are easily convinced. Price is no longer a consideration, "What will it do; how does it save?"—these are the questions they want answered today.

There is a steady business to be had on the "ENTERPRISE" Meat-and-Food Chopper. Are you getting your share? Or is it going to your competitors?

Beside the kitchen sizes you ought to have the larger, butchering sizes, on display in another month. Which means your jobber should have your order in hand now.

THE ENTERPRISE MFG. CO. OF PA.

29 Murray St., New York. PHILADELPHIA, U. S. A. 77 O'Farrell St., San Francisco.

A NEW CORCO PRODUCT

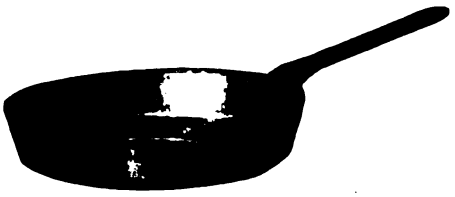
REG. U.S. PAT. OFF.

The FRIAR Line

OF

EXTRA HEAVY STEEL SKILLETS

SMOOTH **EVENLY POLISHED** **UNBREAKABLE**



MADE IN FIVE SIZES

No.	7	8	9	10	11
SIZE	9 Inches	10 Inches	11 Inches	12 Inches	13 Inches

WHITAKER-GLESSNER COMPANY

Wheeling Corrugating Department

Main Office and Works, Wheeling, W. Va.

New York
Philadelphia
Chicago
Richmond
St. Louis
Chattanooga
Kansas City
Minneapolis

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White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



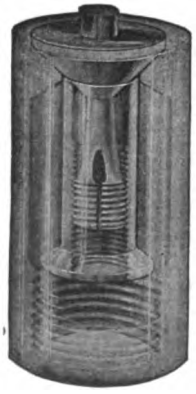
Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo.
Melbourne, Australia

POP UP LAWN SPRINKLER



POP UP LAWN SPRINKLER



Closed

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half-inch connections. Has 25′-0″ distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.
PITTSBURG VALVE & FITTING CO., Barberton, Ohio.
or
AUTOMATIC LAWN SPRINKLER CO.
209 Scott Bldg., Salt Lake City, Utah



Open

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MADE IN ONIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the *"REAL SOLID"* Line the most complete on the market.

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company

WOOSTER, OHIO



Three sizes of Pail
Four sizes of Can

Your Best Customers Already Know About This Can and Pail



In the leading magazines for years we have been showing them why Witt's Can and Pail outlast two ordinary cans; why they are 29 times stronger than plain steel; why the dog-proof lid keeps odors in, keeps dogs out.

The market is ready for Witt's Cans and Pails. Display the product in your store and quick sales are sure.

THE WITT CORNICE CO.

CINCINNATI, OHIO

For Sale on Pacific Coast by

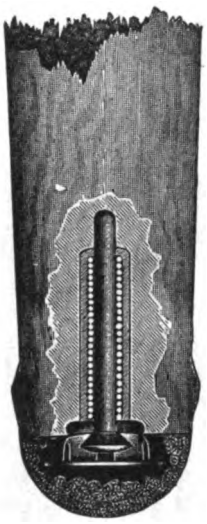
Baker, Hamilton & Pacific Co....San Francisco
Dohrmann Commercial Co.....San Francisco
Dunham, Carrigan & Hayden Co..San Francisco
Heyman-Weil Co.....San Francisco
Holbrook, Merrill & Stetson, Inc., San Francisco
Mangrum & Otter, Inc.....San Francisco
Seller Bros. & Co.....San Francisco
Thomson-Diggs Co.....Sacramento, Cal.

WITT'S CAN and PAIL

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The New Boston Rubber Chair Tip

SprinGriP
TRADE MARK



PATENTED

SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

BRASS WASHER



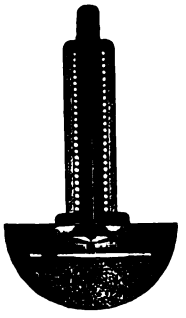
BRASS NAIL



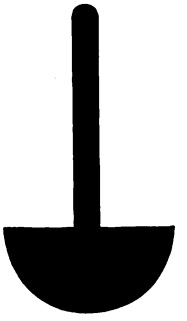
SPRING SOCKET



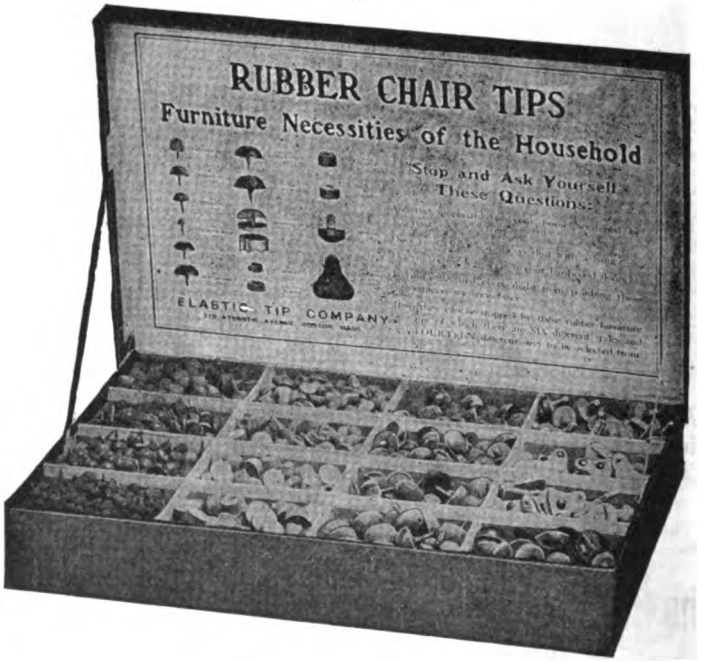
COMPLETE TIP ASSEMBLED



RUBBER TIP WITH THE BRASS WASHER AND NAIL MOULDED IN SAME

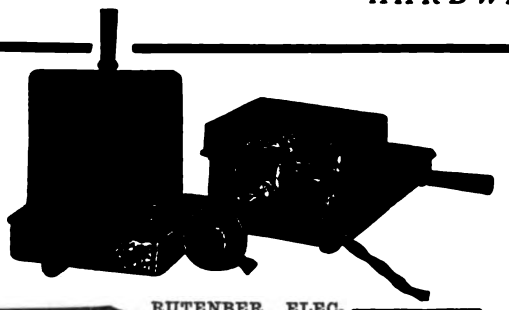


Assortment Box of Rubber Chair Tips for Furniture



THE ELASTIC TIP CO.
370 Atlantic Avenue
BOSTON - MASS.

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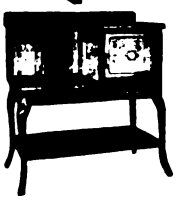


RUTENBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.





Furnished complete with all the necessary cooking utensils. Full nickel finished.



We manufacture a full line of Household Appliances.



write for our complete Catalog and Trade Discounts.



RUTENBER ELECTRIC CO.

Marion, Ind., U. S. A.



TRINER "LIBERTY"

PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

Same style, tile top.

Blue enamel finish, glass front, tile top.

Insist on the Triner. Your jobber can supply you.

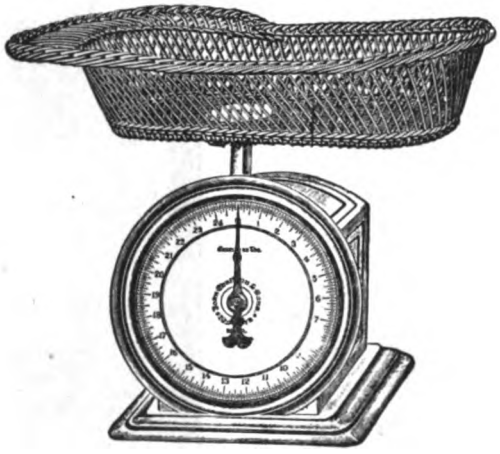
TRINER SCALE & MFG. CO

West Twenty-First Street Chicago, Illinois

W. P. Horn & Co.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Oregon

Twofold Utility

Scales That Insure Profits on a Large Scale



The CHATILLON Favorite Baby Scale, shown in the cut, is beautifully finished in white enamel and gold, and is equipped with a detachable white enameled willow basket. Can be used for household purposes.

The popularity of this scale is so widespread as to assure quick turnover.

This is only one of the celebrated CHATILLON line of spring balances and scales, which are invariably accurate, dependable and serviceable.

Write for Catalog No. 19 fully illustrating and describing our complete line

JOHN CHATILLON & SONS

Established 1835

85 Cliff Street New York, N. Y.

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Baldwin Circulation Proved

The above cut shows a Baldwin Dry Air Refrigerator with a wheel at bottom of storage room. The circulation is strong enough to turn the wheel at a rapid rate. No other make can turn a wheel placed in the bottom of the refrigerator. It proves that every inch of air in the refrigerator is in constant motion.

We furnish dealers with a refrigerator fitted with glass door and wheel as illustrated above. Placed in your show window it has strong advertising value and attracts crowds.

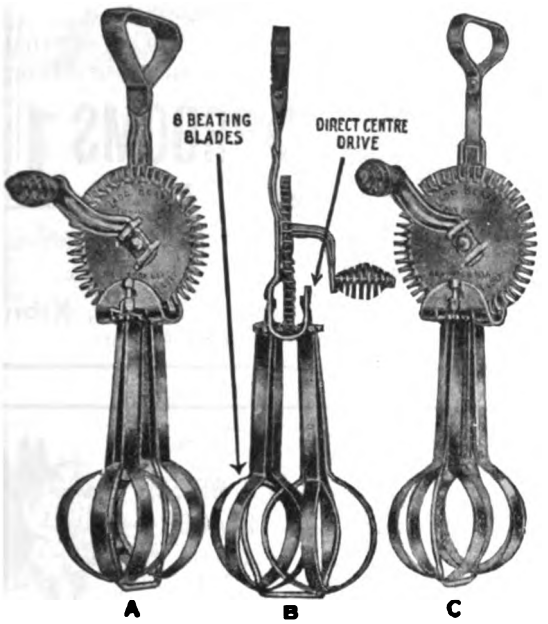
It's positive proof and very convincing. They "See the wheel go 'round." They see the Circulation.

The Baldwin Refrigerator Co.

Burlington, Vermont

Stock carried by HEYMAN-WEIL CO., San Francisco, Cal.

Digitized by Google



WESTERN SALES REPRESENTATIVES
Omer Cox, Underwood Building, San Francisco, Calif.
Sands & Cox, 207 San Fernando Bldg., Los Angeles
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
Turnbull & Cox, 205 Mint Block, Denver, Colorado

A NEW SIZE
Ladd All-Steel Beaters

No. 0, a smaller size than heretofore, adapted to small families—now shipping. The thousands of stores the world over handling these Beaters are thus provided with a full range from smallest home to hotel and no longer compelled, as some thought, to carry a small cast-iron Beater. Cast-iron was popular when this was a 10c country, to hold price (and PROFITS, too) down. QUALITY is stylish now: PROFITS are legitimate: SATISFACTION is imperative—these BIG 3 are in **these goods only.**

Consumer's choice of three handles.

JOBBERS the world over and US..



LADD
Mixer-Churns



SATURN
Clothes-Line
Reels

United Royalties Corporation
1133 Broadway, New York

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*
El-an-Ge Enameled Ware
and
Pearl-Agate
Turquoise Enameled Ware

New York **Chicago** **Boston** **San Francisco**

Digitized by Google

Sells to Every Belt User



Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO ILL.



HARDWARE merchants are meeting with great succes in selling

2 BROOMS IN 1

Freight paid on 5 dozen. Send for details

Lee Broom & Duster Co., Lincoln, Nebr.
(50 years making better brooms)

Our Service:

Doing our utmost to serve Jobber, Retailer and User in every possible manner--- making handling and using "ARM & HAMMER" Anvils a pleasure.

The Columbus Anvil & Forging Co. *Columbus, Ohio*

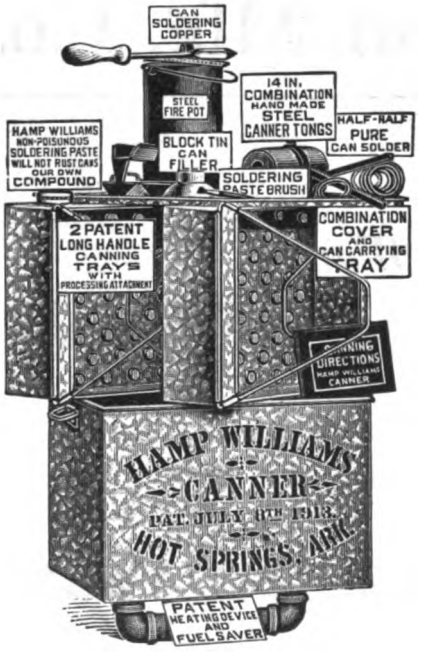
If you do not handle sporting goods, add the line at once, putting in **JOE WELSH LEADERS** first, and the **"BLUE DEVIL" DARNING NEEDLE** next.

YOU'LL DO BUSINESS





JOE WELSH
Pasadena, California
Distributor for
United States and Canada



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only $14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.

Manufacturers **HOT SPRINGS, ARKANSAS**

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Our Ads Send You Customers

Month after month, in the leading boys' magazines and farm papers, we are appealing to a buying-class whose purchasing power cannot be estimated. To the boys of America we talk the

Auto-Wheel Coaster

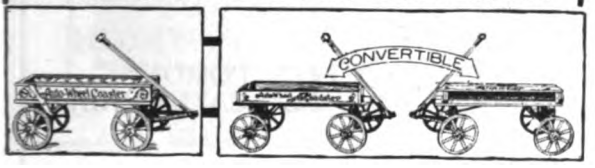
and

Auto-Wheel Roadster

until they cannot resist the appeal. Auto-wheel Coaster Clubs are being formed all over the country. The youth of America were never so enthused over any wagon. They are insisting more and more on the Auto-Wheel. That's why it's such an easy, quick seller. Better write for prices today.

THE BUFFALO SLED CO.

Dept. A., N. Tonawanda, N. Y.
Factories: N. Tonawanda, N. Y., and Preston, Ont., Can.
New York Office: 108 Chambers St.
Seattle Office: 214 Maritime Bldg.
Johnson Sales Co., 408 Wells-Fargo Bldg., San Francisco, selling agents for Cal., Col., Nev., N. Mex., Ariz.



THE UAJUSTIT CAR

Pat. July 3d, 1917

4 CARS IN ONE

Absolutely in a class by itself; will stand all kinds of knocking around, as it is the strongest child's car made; will hold up 250 pounds.

Cannot Tip Backward



YOU ADJUST IT to the littlest kiddie 15 months old, and so right on up to the boy or girl of 10 years old.

FINISH—Highest grade of two coat and auto enamel. Yellow body and red wheels.

CONSTRUCTION—Metal bearings, forged steel axles, powerful steering post and steel truss, making it indestructible.

SHIPPING WEIGHT AND DIMENSIONS—Crated in boxes of 2 dozen cars knockod down. Size of crate, 30 in. wide, 19¾ in. high, 32¾ in. long. Wt. 194 lbs.

For Sale by America's Leading Hardware Jobbers

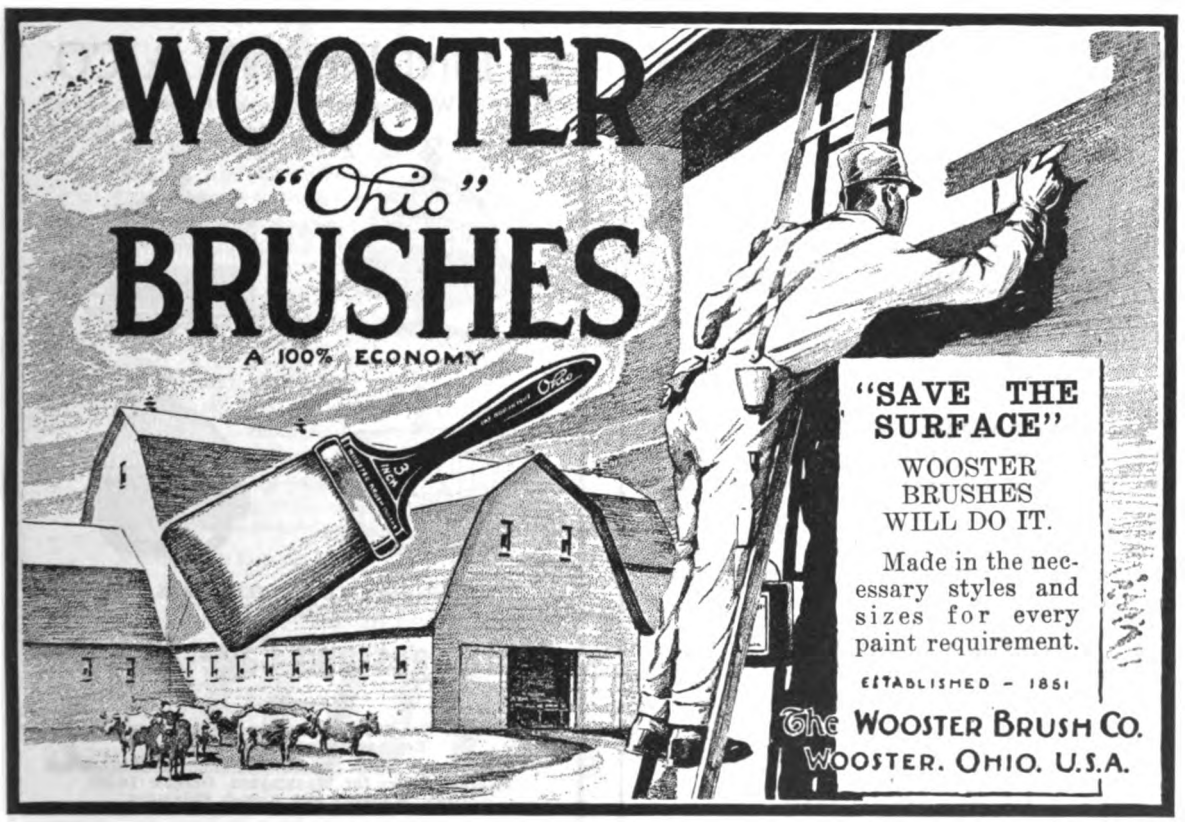
THE ADJUSTABLE SALES CORPORATION

1040 Jay Street, Rochester, New York

W. H. WILBURN, 602 Williams Bldg., San Francisco, Cal., Western Representative

WOOSTER "Ohio" BRUSHES

A 100% ECONOMY



"SAVE THE SURFACE"

WOOSTER BRUSHES WILL DO IT.

Made in the necessary styles and sizes for every paint requirement.

ESTABLISHED - 1851

The WOOSTER BRUSH CO.
WOOSTER, OHIO, U.S.A.

Digitized by Google



THESE JOBBERS HANDLE

Avis Sanitary Fly Traps

They Know a Good Thing When They See It

Union Hdw. & Metal Co....Los Angeles
Harper & Reynolds Co.....Los Angeles
Hoffman Hardware Co.....Los Angeles
California Hardware Co....Los Angeles
Abbott Hardware Co.....Los Angeles
Holbrook, Merrill & Stetson, Los Angeles
Dunham, Carrigan & Hayden.....
.....San Francisco
Thomson-Diggs Co..... ..Sacramento
Krakauer, Zork & Moye's Sucs....
.....El Paso, Tex.
Seattle Hardware Co....Seattle, Wash.
Marshall-Wells Hdw. Co..Portland, Ore.
Tritch Hardware Co.....Denver, Colo.
Albert Steingeld Co.....Tucson, Ariz.
Palace Hdw. & Arms Co..Phoenix, Ariz.

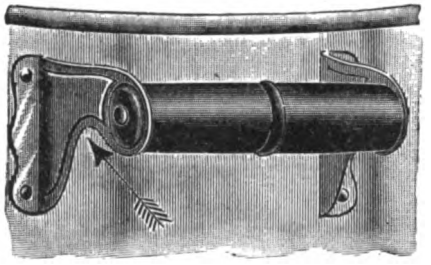
THE FLY SEASON IS HERE

ACCEPT THEIR JUDGMENT AND PLACE YOUR ORDER TODAY

MANUFACTURED BY

A. B. AVIS POMONA CALIFORNIA

Keystone Boiler Handles



No. 1, Regular size for oval boilers.
No. 2, Regular size for square boilers.
No. 40, A new style made to hook over the edge of sinks, etc.

The illustration represents the No. 40 handle. The sides are heavy stamped steel, nicely trimmed.

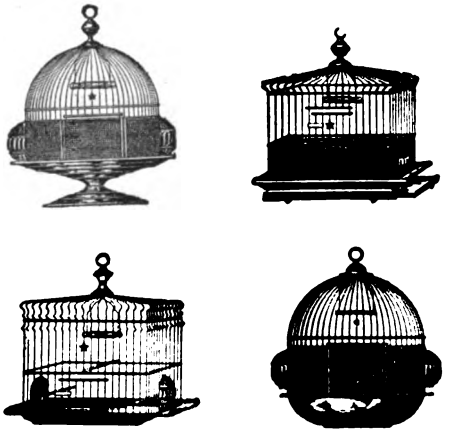
Send for samples.

BERGER BROS. CO.

Office—229-231 Arch Street
Store—237 Arch Street
Warerooms and Factory, 100 to 114 Bread Street
PHILADELPHIA

O. LINDEMANN & CO.

35 and 37 Wooster St., New York *Established 1863*

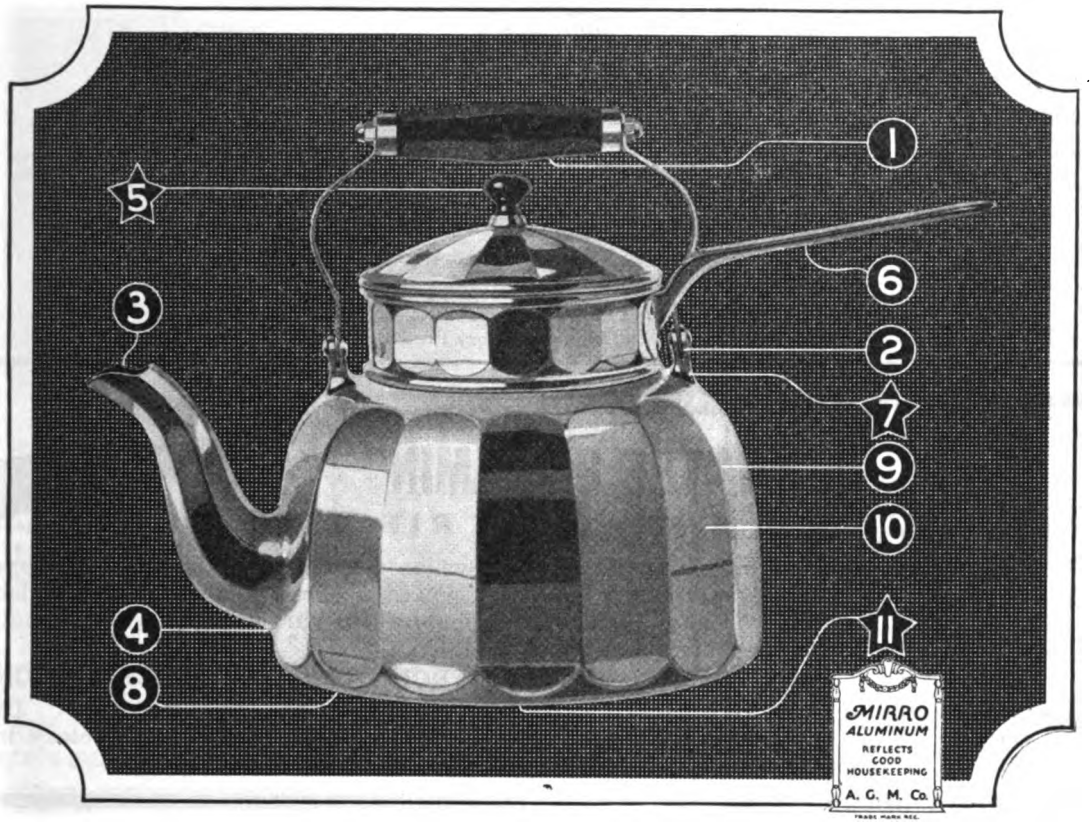


Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Francisco, Cal. Representative for California
T. D. McLean, L. C. Smith Building, Seattle, Wash. Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.

Digitized by Google



A Thrifty Pair

"TWO can live cheaper than one," said this Tea Kettle when it paired off with the Boiler. And to prove their economy, these two save stove space, fuel and time.

Not often do you see so handsome a couple. Well set up, strong and sturdy, their shining faces show they are from the Mirro family.

Mirro Aluminum, you know, is the ware that reflects good housekeeping. Unusually beautiful, convenient, and durable, it is the result of a quarter-century of experience in better aluminum making.

Mark the many features that distinguish this Mirro combination utensil. You do not find them in ordinary aluminum ware.

(1) Highly ebonized, sure-grip, detachable handle. (2) Slotted ears permit handle to be shifted to any desired position without coming in contact with Kettle. (3) Easy-filling, easy-pouring spout. (4) Spout welded on.

☆(5) Rivetless, no-burn, ebonized knob. (6) Hollow steel handle, comfortable to the hand. ☆(7) Handle ears welded on. (8) Unusually wide heating base.

(9) Rich Colonial design. (10) Famous Mirro finish. ☆(11) Famous Mirro trade-mark stamped into the bottom of every Mirro article, and your guarantee of excellence throughout.

Note that the same cover fits both kettle and inset.

The star features 5, 7 and 11, belong exclusively to Mirro.

Mirro Aluminum is sold by the better dealers everywhere, and at a price that is truly moderate.

Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U. S. A.

Makers of Everything in Aluminum

Dealers: Mirro Aluminum has become the recognized sales leader. Every sale means a dealer sale and a dealer profit. Write today for dealer catalog and interesting dealer data.

MIRRO ALUMINUM
Reflects
Good Housekeeping

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POCKET KNIVES
BUTCHER KNIVES
PARING KNIVES
RAZORS
RAZOR STROPS



SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE

California Stock Pattern

We specialize in Stock and Ranch Knives for the Western trade.

WESTERN STATES CUTLERY & MFG. CO.

Write for Samples and Prices **Mfgrs. of Cutlery and Cutlery Products** **BOULDER, COLO.**



IT'S "SOME GUN"

OUT SELLS
OUT SHOOTS
OUTLASTS
All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

BENJAMIN AIR RIFLE MFG. CO.
611 N. Broadway
ST. LOUIS - MISSOURI

"THE BENJAMIN"

A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES PROFITS SATISFACTION

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

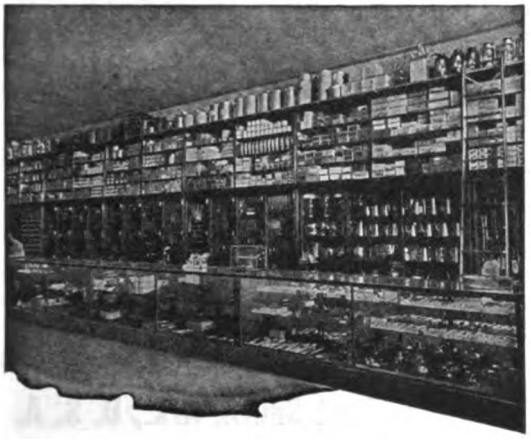
KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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"Oh, That Reminds Me!"

Not only is Hardware Shelving for the storage of merchandise, but its one big function is to draw and attract trade—to remind those who enter the store of things they need or should have.

Shelving with display simplifies hardware selling. It makes shopping easy for your customers, showing them at a glance the very articles they have in mind, saving your clerk's time and their own in making quick selections.

"DULUTH" SECTIONAL HARDWARE SHELVING is more than ordinary shelving, it is a salesforce in itself that cannot be ignored by the wide-awake merchant of today—and it isn't as costly as you may think.

Ask for our complete catalog No. 10C, that explains the Duluth Systems of Hardware Displays.

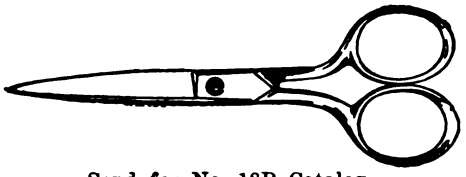
DULUTH SHOW CASE COMPANY - Duluth, Minn., U. S. A.

"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments sell Scissors for dealers very quickly.



Send for No. 18B Catalog.

We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY

250 North Av., Bridgeport, Conn.

SALES AGENCIES IN

New York, Chicago, St. Louis, San Francisco, Los Angeles, Seattle, Salt Lake City, Denver, Minneapolis and Toronto.

Some More Good Tools By The Village Blacksmith Folks

QUALITY

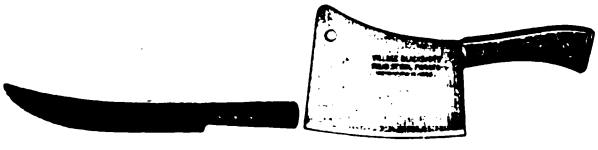


No. 1. King Assortment

QUALITY



No. 2. Screw Driver Assortment



Knives Cleavers



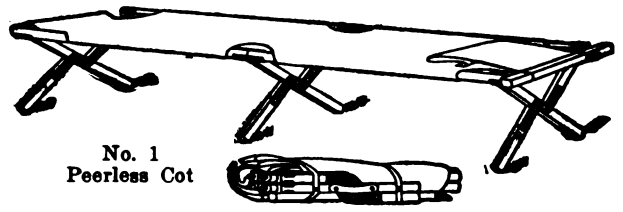
Grass Hooks Corn Knives

WASHINGTON CUTLERY CO., Watertown, Wis.

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WE MANUFACTURE AND CAN MAKE PROMPT SHIPMENT OF

Peerless Folding Camp Furniture



No. 1
Peerless Cot

Cots, Chairs, Stools

Also a Complete Line of

Canvas Goods, Tents, Covers Paulins, Leggings, etc.

SLASHER MOPS ON THE HANDLE and MOP HEADS WITHOUT HANDLES

WE SOLICIT INQUIRIES

TUCKER DUCK & RUBBER CO., Inc., Fort Smith, Ark., U. S. A.
MANUFACTURERS

COBBLER SETS



LEADER
The Right Kind for You to Handle

STAR HEEL PLATES



No. 4

FAST SELLERS
MADE IN 7 SIZES

SHOE STANDS & LASTS

THE BEST MADE



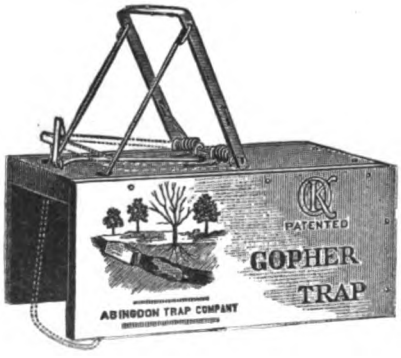
OUR PRICES ARE RIGHT, TOO.

Empire Guaranteed

WRITE FOR CATALOG NO. 15

STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. Utah and Idaho—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah.



EASY TO GET RID OF THE POCKET GOPHER WITH THE

O. K. GOPHER TRAP

SURE TO CATCH AND SURE TO HOLD

Manufactured by
The Abingdon Trap Co.
Abington, Illinois, U. S. A.

FOR SALE BY LEADING JOBBERS THROUGHOUT THE WEST

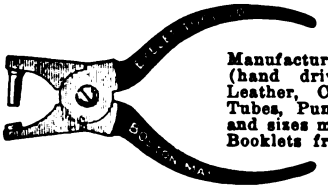


THE TRAP THAT TAKES THE GO OUT OF GOPHER

SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.
YOUR JOBBER CARRIES THEM
J. SAND & SONS - Detroit, Michigan



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

40 Lincoln Street
BOSTON - MASS.

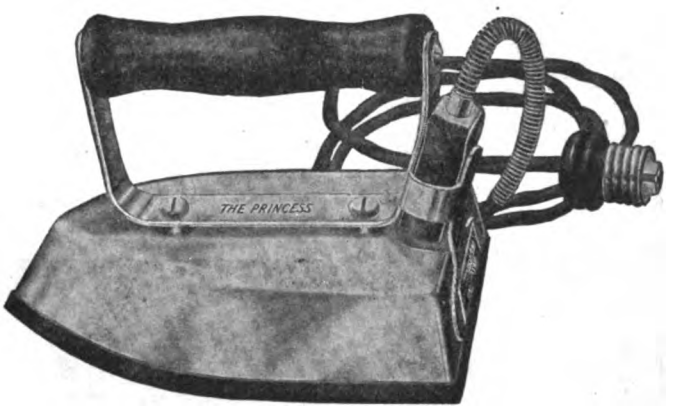
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ONLY ONE OPEN DOOR

To the Customer Who is Going to Buy

The Princess Electric Iron

And that is



The Door of the Hardware Store

After your first lot of Princess Electric Irons is placed on your shelves (and in your windows) the customers come to **you** because:

Princess Irons Are Not Sold to the Public Service Company Nor to the Little Electric Shops.

That means a whole lot to the hardware man handling household electrical appliances.

And Do You Know What Makes It Such a Fast Seller?

It uses the minimum amount of current.

It is absolutely fool proof, and you never hear any kicks.

It has a lot of special features, such as strong plug-shield, which takes all the strain off the terminal posts; a swivel socket, which keeps the cord from getting tangled when the plug is screwed into a light socket; **double safety cord**; a handle which is large and easy on the hand (the ebonized, cool-grip handle) and it **always** pleases the user.

And just listen to this: Every time you sell a Princess for $6.00, you ring up $1.80 clear, clean profit for yourself

Sold either through your jobber, or direct, in as large lots as wanted, but many dealers have started off on one of the small case lots of six.

CHICAGO FLEXIBLE SHAFT COMPANY

5604 West Twelfth Street, Chicago

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These Products are Selling By the Hundreds of Thousands

Do you realize that there are many retailers selling hundreds of **Perfection Rock-a-bye Products** a month, who are banking hundreds of dollars profit monthly because they push the Rock-a-bye line? You can, too, if you carry the Rock-a-bye line—and if you let people know you carry it by displaying the goods in your windows and mentioning them in your advertising.

WRITE TODAY!

Ask About Our "Dealer Helps"—or See Your Jobber

PERFECTION MFG. CO.

Department W, Cor. Leffingwell and Montgomery Sts., ST. LOUIS, MO.

We offer an Attractive Proposition to Live Representatives



PERFECTION
Swing Bed No. 19
Retail Price $3.00

PERFECTION
Rock-a-ByeWalker No.18
Retail Price $5.00



Caldwell Sales Company

San Francisco, Cal. **Seattle, Wash.**

Manufacturers' Sales Agents for Quality Products

Hack Saw Blades **Saw Frames**
Mechanics' Tools **Expanding Reamers**
Hand Grinders **Tap Wrenches**
Steel Balls **Ball Bearings**
Steel Billets **Garden Tools**

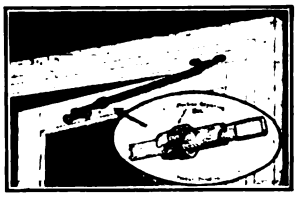
STEWART

Automatic Casement Sash Adjuster

For Hinged Sash

Swing In or Out Transoms

Pivoted Sash

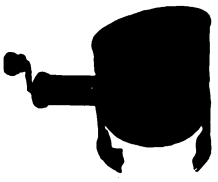


Adjustable Friction

Only takes One-Inch Space

Write Your Jobber for Discounts
Simplest Automatic Sash Adjuster on Market

Stewart Mfg. Co., 1536 Franklin St., Oakland, Cal.



GENUINE

HUNTER'S SIFTER

The Standard for a Quarter-Century

Sectional View Showing Construction

Order from your jobber.

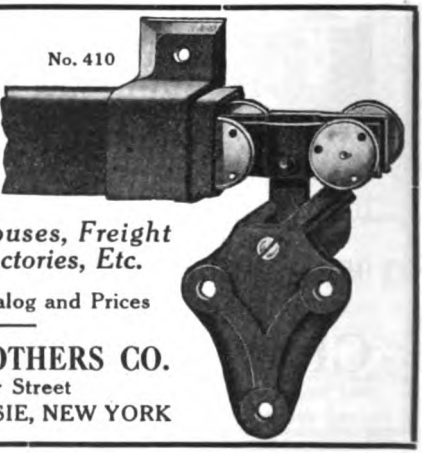
Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO

Bender Street **Hamilton, Ohio**

Lane's Superior Quality Hangers

No. 410



For Warehouses, Freight Sheds, Factories, Etc.

Send for Catalog and Prices

LANE BROTHERS CO.
River Street
POUGHKEEPSIE, NEW YORK

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A HOT WEATHER QUICK SELLER

When the mercury is high and housewives want to iron in comfort, easy sales are ready and waiting for you. Prospects are half sold on the

THE Royal Self Heating Iron

It's simple, it's sure, it's sound in principle and design—850,000 satisfied users now, and more being added every day.

We supply you with Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc.

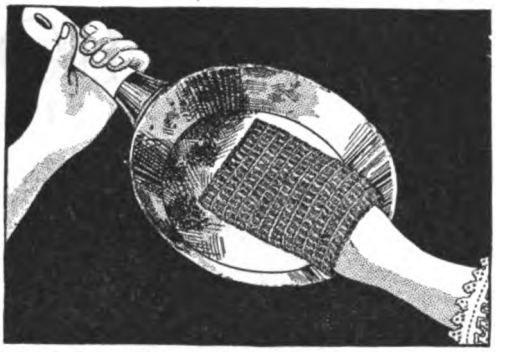
Write for details and address of your nearest distributor.

ROYAL SELF-HEATING IRON CO.
Big Prairie, Ohio

MAGNETIC CLOTH

CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known.



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for 10 Cents

GOTTSCHALK TRADE MARK

Send us your jobber's name if he can't supply you.

Manufactured by
JOHN W. GOTTSCHALK MFG. CO.
Lehigh Ave. and Mascher St. Philadelphia, Pa.
McDONALD & LINFORTH,
Pacific Coast Reps., 739 Call Bldg., San Francisco.

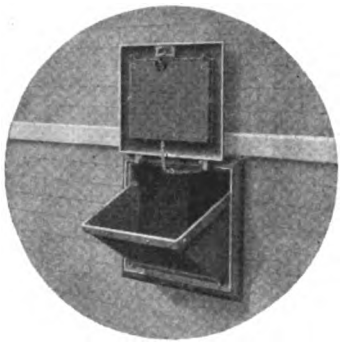
HOPPE'S
NITRO POWDER SOLVENT No. 9



For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

FRANK A. HOPPE

2314 No. 8th St. Philadelphia, Pa.



There is an extra good profit and a pleased customer wherever you place a

Majestic Coal Chute

The Majestic appeals to every builder in that it improves his foundation, protects his building, and lessens depreciation on his property.

MAJESTIC FEATURES—The Majestic is easily installed in homes already built or new homes. It protects the building just where the damage always occurs. Locks automatically. Constructed of semi-steel and boiler plate, it will last the life of any building. Serves as a window when not in use.

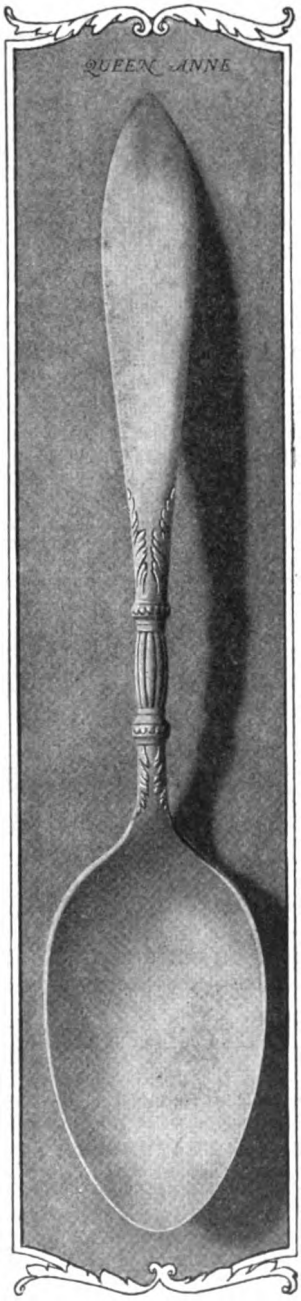
Write today for Catalogue 12N and name of nearest jobber

THE MAJESTIC COMPANY

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1847 ROGERS BROS.
SILVERWARE



BEST KNOWN EASIEST SOLD

Disinterested surveys made by publishers in different parts of the country have shown 1847 ROGERS BROS. Silverplate to be the choice in over 80% of the homes.

Not only is it a best seller but each turn-over is at an attractive profit. We would be glad to point out to you the special profit advantages in this line.

INTERNATIONAL SILVER CO.
MERIDEN, CONN.

Pacific Coast Warerooms
150 Post Street, San Francisco, Cal.

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Manning-Bowman Quality Ware

H. J. GUTE & CO.

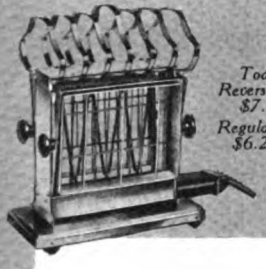
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We also represent

BENEDICT MFG. CO.

Tin Spoons Forks Silverware

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THE HANDEL CO.

Electric Portable Lamps

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IT WILL PAY YOU TO GET OUR TRADE PRICES AND DISCOUNTS

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H. J. GUTE & CO., 150 POST ST., SAN FRANCISCO

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Go!

To your UNIVERSAL Jobber and order a stock of UNIVERSAL BREAD MAKERS which give quick turnover and good profits

The Trade Mark known

UNIVERSAL

in Every Home

THE BREAD MAKERS ALL HOMES NEED



For Small Families
No. 2, per dz. $33.00
Depth of Pail, 7½ in.
Capacity 2 Loaves



Regular Family Size
No. 4, per dz. $45.00
Depth of Pail, 9 in.
Capacity 2 to 6 Loaves



Large Family Size
No. 8, per dz. $54.00
Depth of Pail 11¾ in.
Capacity 4 to 10 Loaves

—EVERY THRIFTY WOMAN IS A PROSPECT—

With the price of flour reduced and substitutes abolished, home bread making again is coming back strong.

The opening here for sales of Bread Makers is apparent. Unquestionably the best bread is most cheaply made at home and the Bread Maker is an economizer of time which allows the housewife to attend other household duties and pleasures.

There is no guesswork, no waste of materials, time, or labor. There is nothing to do but put in the ingredients, turn the crank for three minutes, and the dough is thoroughly mixed.

By using the UNIVERSAL Bread Maker you do away with the bread raiser and the bread board, as the raising of the dough takes place in the Bread Maker.

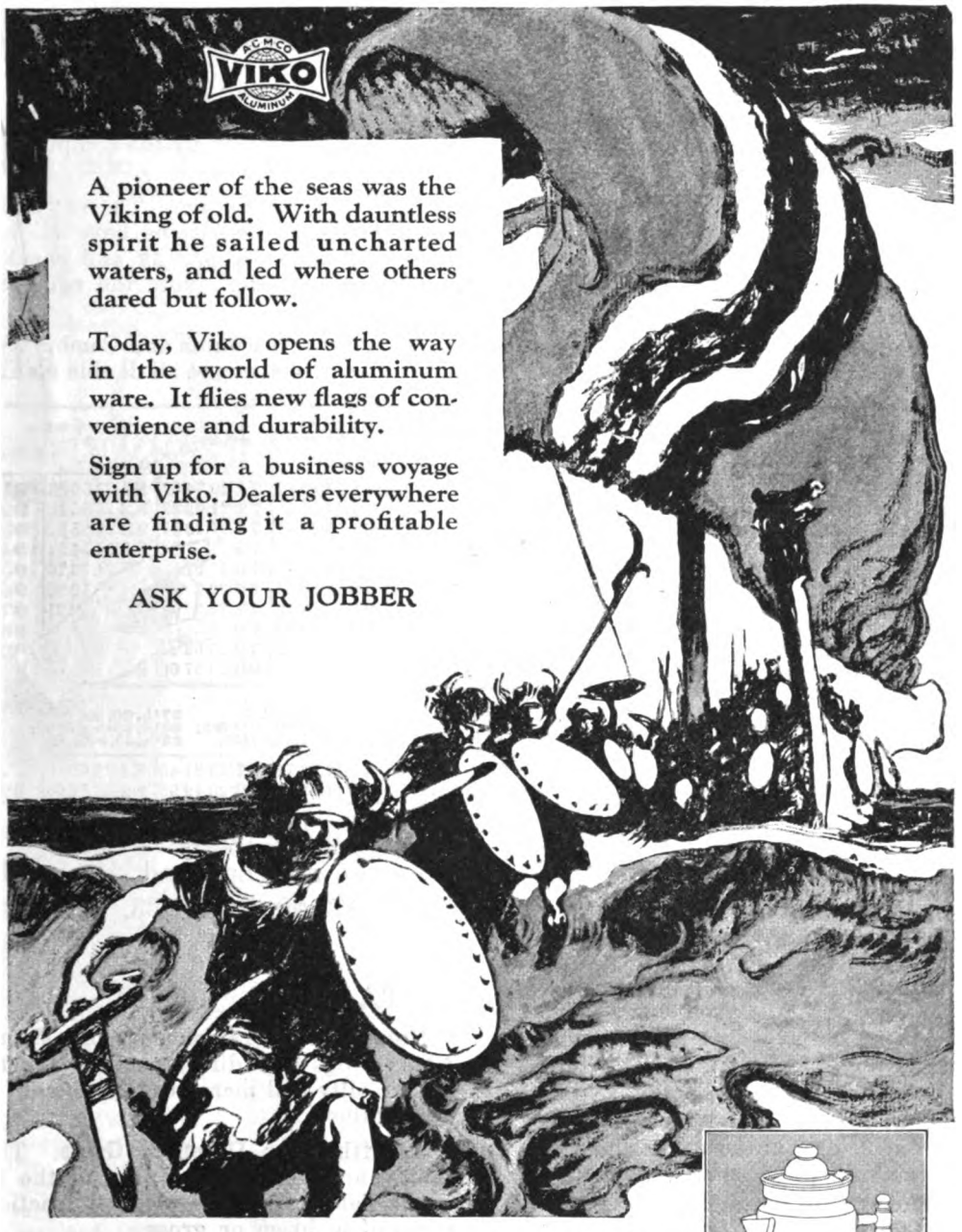
Show women the saving accomplished by using the UNIVERSAL Bread Maker and you will sell a device that will stay sold, sell more, and make money for you.

ASK YOUR JOBBER HOW TO GET UNIVERSAL WINDOW TRIMS, CUT-OUTS, SHOW CARDS THAT WILL CONNECT YOUR STORE WITH OUR NATIONAL ADVERTISING, OR WRITE DIRECT TO US.

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VIKO



Percolating Coffee Pot—One of the many Viko products

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New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

60, 10, 10, 7½ & 2½.

Same as { 55, 20, 10, 7½ & 2½. / 50, 20, 10, 10, 7½ & 2½. / 40, 40, 10, 7½ & 2½. / 40, 35, 10, 10 & 7½. / 40, 33⅓, 10, 10, 7½ & 2½. / 40, 25, 20, 10, 7½ & 2½. / 37½, 20, 20, 10, 10, 7½ & 2½. / 35, 25, 20, 10, 10 & 7½.

1	00.29 22	11	03.21 43	21	06.13 64	31	09.05 84	41	11.98 05	51	14.90 26	61	17.82 47	71	20.74 67	81	23.66 88	91	26.59 09
2	00.58 44	12	03.50 65	22	06.42 86	32	09.35 06	42	12.27 27	52	15.19 48	62	18.11 69	72	21.03 89	82	23.96 10	92	26.88 31
3	00.87 66	13	03.79 87	23	06.72 08	33	09.64 28	43	12.56 49	53	15.48 70	63	18.40 91	73	21.33 11	83	24.25 32	93	27.17 53
4	01.16 88	14	04.09 09	24	07.01 30	34	09.93 51	44	12.85 71	54	15.77 92	64	18.70 13	74	21.62 34	84	24.54 54	94	27.46 75
5	01.46 10	15	04.38 31	25	07.30 52	35	10.22 73	45	13.14 93	55	16.07 14	65	18.99 35	75	21.91 55	85	24.83 76	95	27.75 97
6	01.75 32	16	04.67 53	26	07.59 74	36	10.51 95	46	13.44 15	56	16.36 36	66	19.28 57	76	22.2		12 98	96	28.05 19
7	02.04 55	17	04.96 75	27	07.88 96	37	10.81 17	47	13.73 38	57	16.65 58	67	19.57 79	77	22.5		21	97	28.34 41
8	02.33 77	18	05.25 97	28	08.18 18	38	11.10 39	48	14.02 60	58	16.94 80	68	19.87 01	78	2			98	28.63 63
9	02.62 99	19	05.55 19	29	08.47 40	39	11.39 61	49	14.31 82	59	17.24 02	69	20.16 23	79	23.08				28.92 85
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2	00.56 94	12	03.41 66	22	06.26 37	32	09.11 09	42	11.95 80	52	14.80 52	62	17.65 23	72	20.49 95	82	23.34 66	92	26.19 38

The section above shows a part of a page of the book. There are six tables on a page. Put your finger right on the net the hand shows: The net of 73 cents is 21 cents, $7.30 is $2.13, $73.00 is $21.33, $730.00 is $213.31, $7,300.00 is $2,133.11.

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Net of One Dollar showing all discounts arranged numerically, with different ways given for their application.

Per Cent Profit. Tables for adding percentage, affording an accurate and rapid way of making prices with profit added.

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Numerical Arrangement of Figured Nets brings the different nets together numerically and increases the value of the other tables.

Twelfths of a Dozen or Gross. These tables, arranged on the plan of the Discount Tables, give the price of fractional parts of a dozen or gross.

600 Pages. Double Indexed. Size, 8 x 11 inches. Cloth. Price, $8.00, Including a Full Year's Subscription to the HARDWARE WORLD.

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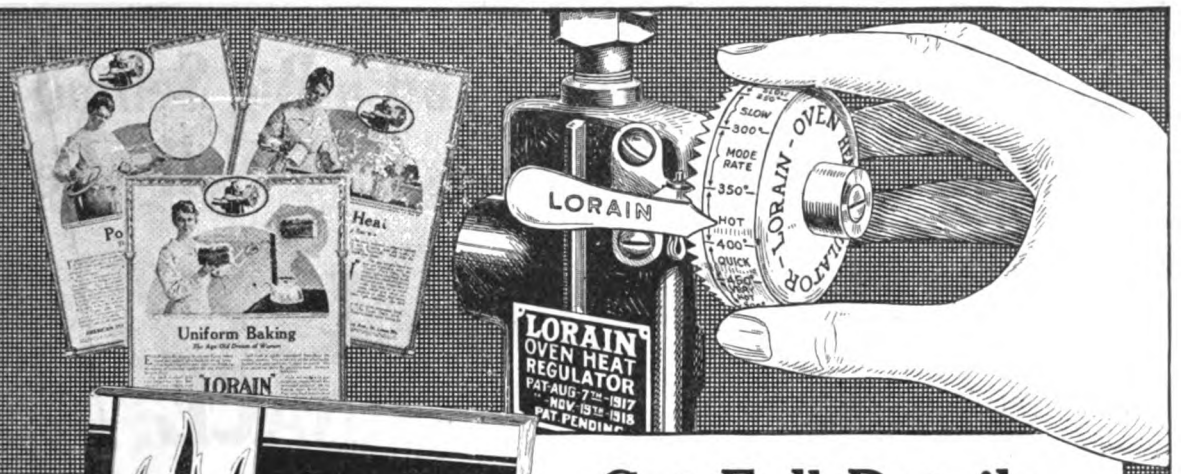
Hardware World

388 Taylor St., corner Tenth, Portland, Oregon.

204-207 Scott Building, Salt Lake City, Utah.

BOATMEN'S BANK BUILDING, ST. LOUIS, MO.

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Get Full Details of a Plan That Will Increase Your Sales

SALES, after all, are what you want. But like the most of us, you want to be shown. You want evidence that rings true, that is logical and applicable to your own business. And that is just the purpose of our new merchandising book—send the coupon for a copy now.

This book gives details of the "Lorain" Oven Heat Regulator—a device that is bound to revolutionize the gas range business. It fulfills a natural demand that has existed for years—a standardization of oven temperatures that enables the housewife to cook and bake with the exact heat required. She need trust to luck no longer.

"Lorain" also reduces kitchen labor—a feature that will appeal to every woman. And "Lorain" advertising in leading magazines will carry these messages into millions of homes.

We are confident that you will find the message in our book well worth your serious consideration. Please send the coupon for a copy at once.

AMERICAN STOVE COMPANY
Largest Makers of Gas Ranges in the World
68 CHOUTEAU AVENUE ST. LOUIS, MO. (14)

"LORAIN"

The "Lorain" is found only on the following gas ranges:

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George M. Clark & Co. Div., Chicago, Ill.

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National Stove Co. Div., Lorain, Ohio.

NEW PROCESS
New Process Stove Co. Div., Cleveland, Ohio.

QUICK MEAL
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RELIABLE
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This Coupon Brings This Important Book

AMERICAN STOVE COMPANY, 68 Chouteau Ave., St. Louis, Mo.

Send me a copy of your new "measured heat" book, also details of your advertising and merchandising plan.

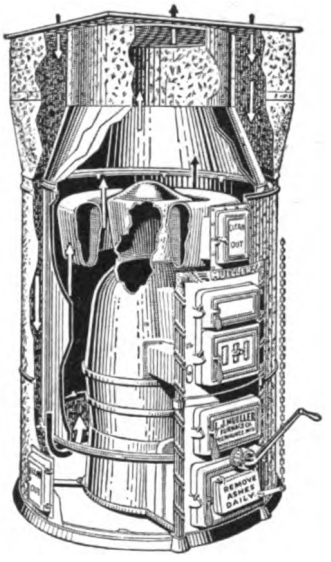
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Strong Selling Features and a Big Selling Campaign Make It Easy to Sell the



MUELLER PIPELESS FURNACE

The Mueller Pipeless Furnace holds a wonderful record of sales throughout the United States because it has exclusive features in its design which make its advantages easily seen. Our advertising has pointed out these advantages in big space from coast to coast. People know Mueller Furnaces. Home owners right in your community are acquainted with this pipeless furnace and know it is made by dependable manufacturers with a reputation based on more than 60 years' experience in building heating systems. That's why it is easy to get a firm grip on the pipeless furnace business if you handle the Mueller.

Guaranteed to Heat Every Room Comfortably

The Mueller is the only pipeless furnace that scientifically and correctly applies the laws of warm and cool air circulation. It is properly proportioned to heat most efficiently. Size of register face permits the delivery of a large volume of warm air and takes from the rooms an equal volume of cooler air. No heat is wasted—none goes to heat the cellar.

Saves from one-third to one-half on fuel—burns hard or soft coal, coke, lignite, wood, gas or oil. Easy to install—no floors or walls to tear up—no bolts, nuts or screws to bother with.

Write for the Mueller Book

The Mueller Book explains in a simple way all of the many common-sense features that make this pipeless furnace so desirable for the home-owner to buy and for you to sell. Write for it and our offer to dealers.

The L. J. Mueller Furnace Co., Milwaukee, Wis.

DISTRIBUTORS

THE SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah and Pocatello, Idaho

HOLBROOK, MERRILL & STETSON
San Francisco and Los Angeles, California

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburgh, Scranton, Lancaster and Philadelphia, Pa.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Nebr.; Aberdeen, S. D.; Seattle, Wash.

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What the Hardware Dealer & Jobber wants to know about CLOVER Grinding & Lapping Compound

CLOVER GRINDING AND LAPPING COMPOUND is the recognized STANDARD for Valve Grinding—Grinding Pistons Into Cylinders—Lapping Out Cylinders—Running Together Gearing—All Kinds of Surfacing, Lapping and Polishing—Grinding Crank Shafts Into Bearings, etc.

There are more than ONE MILLION PEOPLE using Clover Compound today, and sales in 1918 exceeded

3,000,000 CANS

Live Dealers are turning over their Clover Stocks from ten to twelve times a year. We are helping with Co-operative Sales Helps and Advertising.

Don't forget that we have established our own Branch at 559 Howard Street, San Francisco, for the convenience of our Western Trade. You should make full use of this stock which we carry for you.

FOR THE KIT: in Standard 4 oz. and 2 oz. DUPLEX cans.

FOR THE GARAGE AND SHOP; 1 lb. Cans, made in 7 grades from very fine to very coarse.

SPECIAL BOOKLET AND SAMPLES ON REQUEST

Have you had your sample of **Clover Lawn-Mower Sharpening Compound?**
It's great stuff and sharpens them up fine. SPECIAL CIRCULARS AND SALES HELPS—May we send them?

CLOVER MFG. CO., Norwalk, Conn., U. S. A.

San Francisco Branch, 559 Howard Street.

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The Handwriting on the Globe

SAMUEL FINLEY BREESE MORSE

Inventor of the Electro-Magnetic Recording Telegraph
Born 1791 - Died 1872

His vital theory was that if he could make his current go ten miles he could make it go around the Globe. The success of his invention was based upon the repeating power of magnetism at any distance.

HOW long, how far will it efficiently repeat? That is the supreme test of a system, a machine, a Wiping Waste.

In the repeating power of Royal Cotton Waste lies the secret of its work-capacity, its economy.

Royal Cotton Waste has a high saturation point. Its absorbency is not exhausted until it has been turned inside out and repeatedly reused.

This assured uniformity of Royal service results from selected raw materials from standard sources, and from standardized processes of manufacture.

Hence the guaranteed performance of Royal by the bale, by the month, by the year. Hence Wiping Waste savings that appear in bold figures on the cost books.

Ask your jobber or us for the Royal Sampling Catalogue; and for the booklet, "Producing the Fittest in Waste."



ROYAL MANUFACTURING Co

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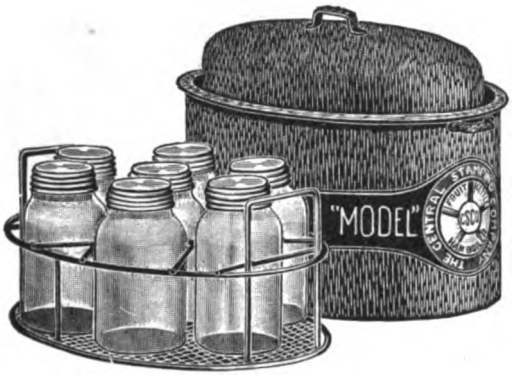
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ESTABLISHED IN 1834 —— THE OLDEST HOUSE IN THE BUSINESS

Blue
Glazed
Enamel



Gray
Mottled
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DEEP
"MODEL"
Seamless
FRUIT PRESERVING KETTLES

18½ inches long, 12½ inches wide, 10½ inches deep
Capacity—Seven One-Quart Fruit Jars

ONE-PIECE BODY
(Makes Cleaning Easy)

The secret of canning is simply removing the causes of decay, and preventing fermentation. It is all important that the vessels used must have:

HARD SURFACES and BE FREE FROM SEAMS

The "DEEP MODEL FRUIT PRESERVING KETTLE" is smoothly enameled, under intense heat
Without Seams or Crevices
that harbor the dangerous organisms.

It will insure the success of your work.

Represented in California
by
BARRETT & ROSS
91 New Montgomery Street
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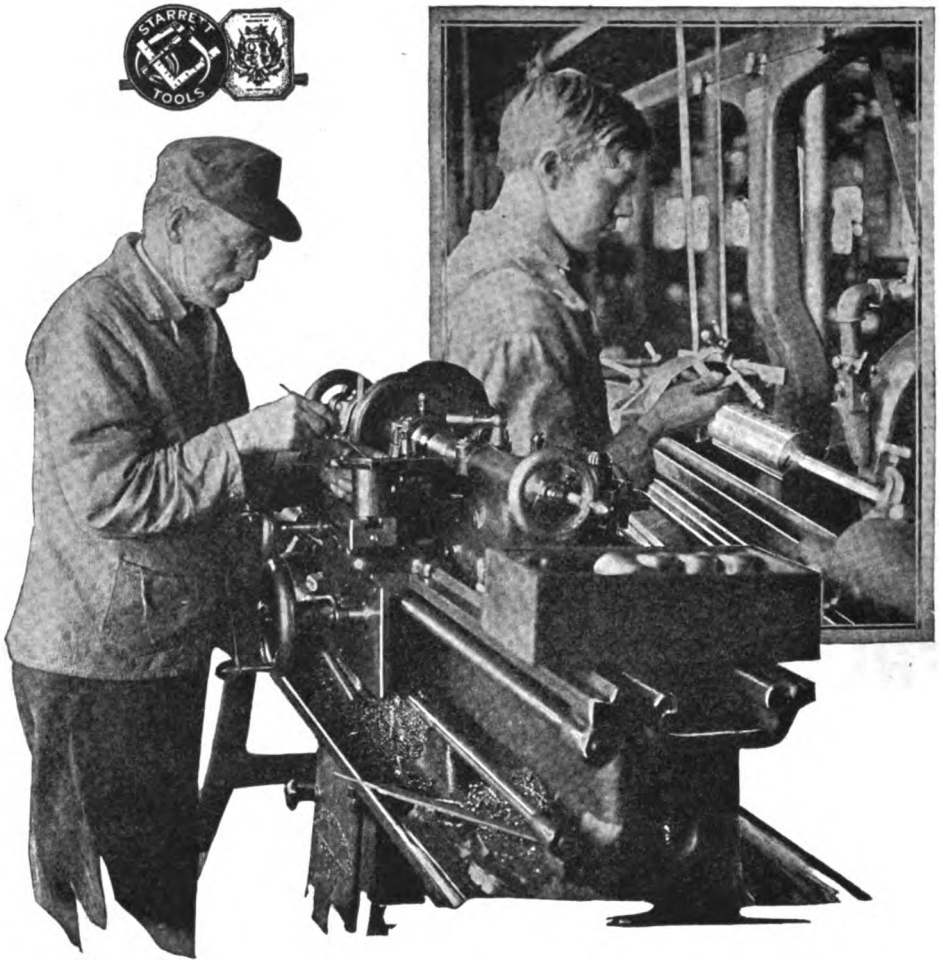
The **"Deep Model Preserving Kettle"** is especially made deep to cover all the contents in Sterilization.

Represented in the States of Washington, Montana, Idaho, Oregon, Colorado and Utah by

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1620 Thirteenth Avenue
Seattle, Wash.

THE CENTRAL STAMPING COMPANY - NEW YORK

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For Two Generations

Inspectors, Toolmakers, Machinists and Apprentices have pinned their faith to the accuracy of

Starrett Tools

In the lathe room, at the bench, throughout the shop, wherever metal work requires precision measurement, you'll find men using Starrett Tools from preference.

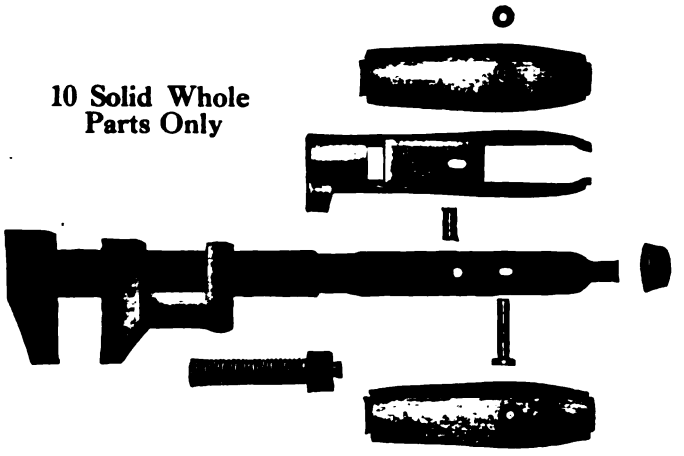
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THE L. S. STARRETT COMPANY, Athol, Mass.

The World's Greatest Toolmakers

MANUFACTURERS OF HACK SAWS UNEXCELLED

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The Original "Conservation" Package
Unchanged Since 1842

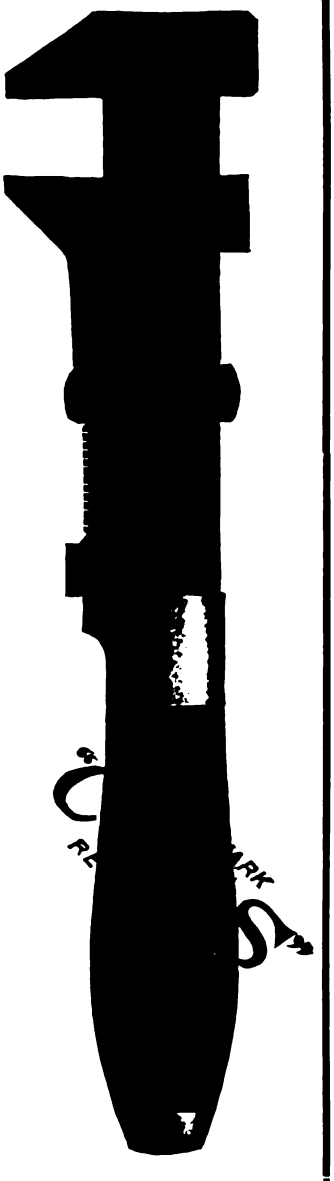
1, 2, 3, 4, 5, 6, 7, 8, 9, 10

No Fancy Package—We Put That "Extra Cost" Into the Tool

Just ten solid whole parts only—a company with 78 years' experience in wrench making—a Coes Knife-Handle Wrench, like the one shown and a plain package which keeps down the cost to ship it in and you have a true story of real conservation in wrench manufacture from tool to shipment.

When possessed of all the facts it is not strange that the way of over a million wrench users is the "Coes Way."

Your Jobber will supply you.



COES WRENCH CO.

Established 1841 in

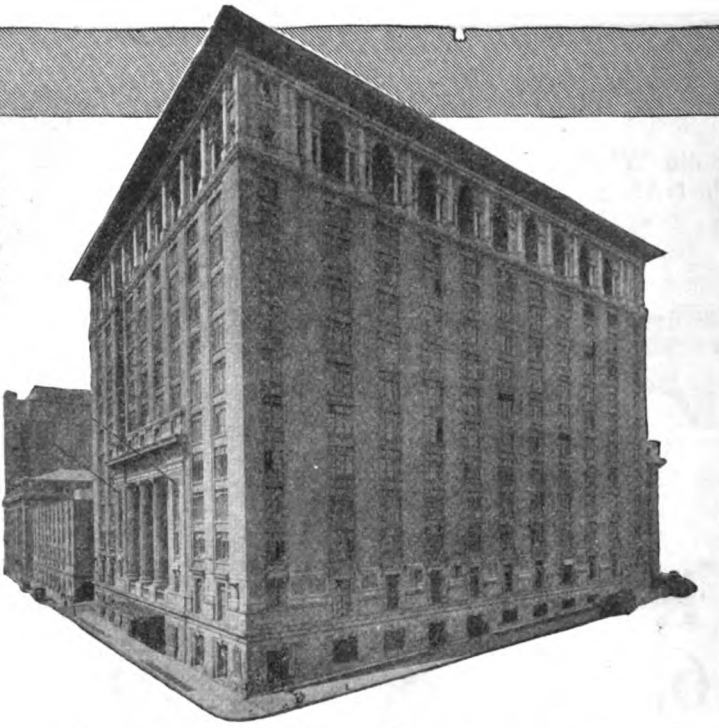
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JOHN H. GRAHAM & CO., 268 Market St., San Francisco

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GRAND CENTRAL PALACE



International Hardware and Housefurnishing Exchange

SINCE the recent announcement that Grand Central Palace is to be turned back to the Merchants & Manufacturers Exchange of New York, and the immense building now an Army Hospital to be converted into the World's Greatest Exposition Building and Trade Mart, hundreds of manufacturers have written for further particulars. Scores of them have made application for space in the various *permanent* expositions now being organized.

The INTERNATIONAL HARDWARE AND HOUSEFURNISHING EXCHANGE, one of the big permanent features of this great trade mart, will open October 15th—50,000 square feet of floor space devoted to all that is most modern and best in this huge field. Dealers and buyers from all over this country, and every other country, who come to New York, will visit it as well as the various other expositions to be installed in the Palace, which by the way will be *the* headquarters of visiting buyers from the four corners of the globe.

If you are a progressive manufacturer marketing a product or products of proven merit, a wonderful opportunity awaits you for the expansion of your domestic and export distribution. It is an opportunity to place your goods right before the eyes of the world's wholesale buyers in a building which will be their New York headquarters. It will be replete with conveniences and comforts to make the out-of-town dealer and visiting buyer feel at home. It is to become the great meeting place of buyer and salesman.

Make the Grand Central Palace Your Salesroom for the World's Trade. For further information address

International Hardware & Housefurnishing Exchange
Room 421 405 Lexington Avenue, New York

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Hardware World

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Volume XIV AUGUST :: 1919 Number 8

INSPIRATION FOR WARM DAYS

More than one man has stepped from the poverty-stricken barrens of failure over into the luscious meadows of prosperity because he has had the energizing power of a good idea injected into his life.

We cannot live without food or inspiration. Inspiration spurs the imagination and kindles ambition. Whether your staff consists of one or 1000, give them a helpful thought for every one of the hot days. These will tide over that period when vitality is below par and mental energy often flags.

It is a relatively easy matter to have a typewritten or mimeographed slip for each, or to have display cards bearing the sentiment of the day to be tacked up or placed in a prominent position. A helpful thought may be just the impetus that some almost-discouraged individual needs to carry him "over the top!"

(1) You will never win permanent success unless you merit it.

(2) If you would have a clear mind, get sleep enough.

(3) It is much easier to do a duty than to neglect it.

(4) Do your own part—that's all you are responsible for.

(5) Don't be satisfied merely to stand still—keep moving forward.

(6) Insure greater efficiency by definite preparation.

(7) Weigh your own words—don't let someone else weigh them for you.

(8) The only clever thing is the right thing.

(9) Extravagance and thriftlessness mean a pay day of tears.

(10) Thrift is an enjoyable habit — after you have acquired it.

(11) Good health, good-nature and success are the three sides of the triangle.

(12) Avoid friction. It causes terrific waste and leads to dangerous breaks.

(13) No one else in the world can do your task, so to neglect it is a serious matter.

(14) Every man is selling himself, his service or his goods. If he doesn't find ready patrons it is because he has nothing worthwhile to offer, or is a mighty poor salesman.

(15) Some people talk too much and think too little.

(16) Be broad-minded enough to see the other man's side of the case.

(17) A fee to a doctor or a lawyer, may be a big saving in the end.

(18) Don't think that you are smarter than other folks. You may get an uncomfortable and expensive jolt some day.

(19) Some of our best opportunities lie nearest at hand.

(20) Make every day's record a notch better than that of the day before.

(21) Associate with people who know more than you do whenever you can.

(22) Emotions are given us to control. Unhappy is the man who is controlled by them.

(23) The big expenses of life aggregate less than the so-called "little" ones.

(24) Courtesy oils the roadway of life, both for ourselves and for our fellow travelers.

(25) Selfishness is an unlovely characteristic which in time isolates its possessor completely.

(26) Plan to buy and pay for whatever you actually need. You will pay for it anyway, so you may as well have the benefit of possession.

(27) You can never convince others unless you first convince yourself.

(28) It is always better to go to the trouble of doing a thing than to wish afterwards with bitter regret that you had done it.

(29) Remorse is a mighty uncomfortable bed-fellow.

(30) Little is accomplished in any line without dogged persistence.

(31) Three things are necessary to success: A definite goal, a hobby and a pure, unselfish love.

If your luck isn't what it should be write "P" in front of it, and try again.

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Stunts That Start Things

(By H. M. Railsback)

WHEN goods won't budge from your store, no matter how hard you try to move them along by the usual merchandising methods, then is the time to study out and put into effect some special stunt that will make people want to buy.

Trying out several stunts may be necessary before the one is developed that will make people see in the goods some advantage that they hadn't considered before.

A Live Florida Merchant

Last year, a merchant in Florida had a large supply of rubber alligators, each about four inches long. The 'gators had been on hand two years. Not a one of the original stock had been sold, in spite of the fact that the merchant had kept them conspicuously displayed in his novelty showcase. Other novelties moved rapidly, but the little rubber alligators stayed right there.

Then one day, in the tourist season, when people from northern states were plentiful about town, a happy idea struck the merchant. He put a dozen of the alligators in his show window. Each had an attractive card tied to it bearing this hand-written message:

"Here's that man-eating alligator that I promised to send you from Florida."

That message did the trick. Nine-tenths of the tourists were on the lookout for something novel and characteristic of Florida to send to home friends. Many of them on previous days had seen the little alligators lying untagged in the merchant's showcase, but had passed on without having been attacked by that "buy-now" feeling. But an alligator out in the show window, with a card attached advertising a particular use that met a particular need, was a different sort of reptile. Without any further effort on the part of the merchant, the alligators in the window sold his entire supply.

An Iowa Merchant

found himself in similar straits with a stock of metal tree protectors. In this case, the merchant realized from the start the real usefulness of his article. He knew that rabbits were destroying thousands of small fruit trees in the community every year by eating off the bark, and that his metal protectors would absolutely prevent this destruction. He made his sales talks accordingly, but for some reason he had failed to create a desire to buy.

Then, out of the merchant's determination to sell metal protectors, regardless of past failures, came this stunt:

One day when the town was thronged with farmers, he decorated his largest show window to look like a yard and placed a number of small fruit trees in it.

Some of the trees were equipped with his metal protectors. The others were left unprotected.

From a neighbor he borrowed several domesticated rabbits and turned them loose in the "yard."

A large crowd, attracted to the window by the "bunnies," saw them strip the bark from the unprotected trees quickly and try vainly to get at the trees protected by the metal device. Try as they might, the rabbits couldn't get even a nibble through the protectors.

The quick harm wrought on the unprotected trees made the onlookers think of what might happen any night to their own young orchards. And the metal protector showed them how they could prevent serious losses.

That was all that was needed to sell the merchant's supply in a hurry and create a ready demand for more.

The two stunts described above were successful because each showed graphically how the article concerned could be used to advantage by the buyer. The same principle can be applied to other articles that have a real use.

Using Your Eyes

Here is how a young lady in Kansas City, Mo., took the first big step from the $5-a-week job, that she held five years ago, toward the $5,000-a-year job that she holds now.

Being in the tie department she experimented with one or two of the dollar ties and made the discovery that they were "pinproof" and would not wrinkle when folded. This gave her an excellent argument, particularly when one of her customers suggested the purchase of a cheaper grade of cravat.

"Unless a tie is of the best material," she explained, "it will soon be ruined by the use of a pin, but the texture and quality of those ties insures them against damage from the use of a stickpin. Also, they won't wrinkle, like the less expensive grades"—and she would illustrate by folding the tie around her finger and inserting a stickpin.

As a result of this simple and graphic illustration, she sold far more dollar ties daily than any other girl in the section. Naturally, she was promoted. In other departments she put into practice her theory that real salesmanship consists in knowing the goods and making vital information sell the goods. That's why she is now getting $5,000 a year.

The Same Principle Counts

most in the sale of any article that has special advantages. Especially does it count in articles costing considerable money. The greater the investment required, the greater is the buyer's caution; and the salesman must take special pains to impress the features that breed confidence and the decision to buy.

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Successful Selling Suggestions

YOU CAN TRY THIS

A merchant placed a neat sign in his window stating: "Here is the picture of a person we want for a customer." Beneath the sign was a mirror surrounded by a neat frame. The man who paused to look was confronted by his own likeness.

FLYING DOLLAR SALE

Use the electric fan to help promote a "flying dollar" sale. This consists of having about fifty crisp new dollar bills affixed to the windowpane by means of a thread about three feet long, and a small piece of sealing wax. The fan will blow the bills around in a veritable cyclone of dollars. Have the windows trimmed with goods which sell for one dollar, and the display is complete. To give an idea how well the fan helps to attract attention, one of the large five and ten-cent stores keeps a display of toy ballons moving in a net work of twine by this method all the year round.

TOOL CONSERVATION

"Whenever a clerk needed a tool he invariably took a new one, in consequence tools on the shelves had a second-hand appearance and had to be sold at a loss," says a well-known Iowa merchant.

"Tools also were loaned and lost. Nearly every time a clerk swept the floor a new broom was taken; at one time over fifteen brooms were in use. To overcome this difficulty every tool and article in use was enameled with a distinctive color—a robin's egg blue.

"Clerks were cautioned against using new tools and were made responsible for all articles in use. No new tools were issued until the old ones were shown to be unfit for use. In this way hundreds of dollars were saved annually."

TRY THIS PLAN OUT

A merchant writes that he has a plan for soliciting repeat business which has brought good results. Every month when he goes over his ledger making out statements and he comes to an account which shows it was settled promptly, but that the customer hasn't bought anything during the month, he writes a personal letter if the person lives out in the country, or calls on them if they live in town.

In making up the list of these people, he also makes a note of the last things purchased. He tells them he is anxious to know whether the goods were satisfactory, and if not will they please tell him what was wrong. In this way he usually finds out what the trouble is, if there is any with the goods or treatment at the store, and finds a way to satisfy them.

A GREAT SAVING

In place of wrapping small articles such as screws, screw-eyes and hooks, drawer pullers, cup hooks, picture hooks and many other small items, the R. J. Howe & Company, hardware dealers, of Columbus, Ind., use a small, heavy Manila envelope. These envelopes not only save time, but they save paper and twine, which is quite an item these days. These envelopes are purchased in large quantities, and on the face of each envelope this firm carries a small advertisement.

This advertisement is changed on every 500 envelopes; that is, one copy is run on the first 500 envelopes and then another copy is run on the second 500, and so on. One customer rarely ever receives two envelopes carrying the same advertisement.

METHOD FOR MEASURING ROPE

The Howe Hardware Company, of Indiana, has devised a method of handling poultry fencing and rope that has facilitated the handling of these goods to a marked degree. Their stock of fencing and rope is carried in the basement of their store. Down through the center of the basement the floor has been measured off by yards and marked with red lines and numbers, showing the number of yards each mark is from the head of the basement.

Bins, especially built for that purpose, are provided for holding a coil of rope; there being as many bins as there are sizes and grades of rope handled. These bins are located at the head of the basement, where they are handy for measuring. A large ring has been placed in the wall of the basement at the head of the measuring space through which the rope is run when measuring.

When waiting upon a customer, the clerk goes to the bin in which is carried the particular size and kind of rope the customer wishes and runs the rope through this ring and down the center of the basement to the line and figure indicating the number of yards he is wanting.

The rope is cut off at the ring and the end placed back in the bin with the coil and the stock is always in splendid shape. Poultry fencing is handled in a like manner, excepting that two large hooks are fastened in the wall at the head of the measuring space to which the fencing is hooked and the roll is then rolled down the basement floor to the mark indicating the number of yards to be sold.

The Howe Hardware Company has found this method of handling fencing and rope a great saving in time, and it has also enabled them to keep their stock in much better condition.

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A Bigger Fall Business

Seven Essentials Necessary to Get It

EVERYTHING points to prosperous conditions and business expansion for the coming fall and winter.

We are meeting this statement repeatedly in different forms on every hand, and it is most encouraging and makes us feel very comfortable and satisfied. Just the same, it does not follow that because the country as a whole is enjoying bigger and more profitable business that we as individuals will necessarily share in this condition of broader success.

The opportunity, to be sure, is right before us and to be had for the taking, but it is up to each of us to do our part to get what belongs to us by legitimate means.

The Means at Hand

The legitimate means which we can use to get our share of the greater prosperity are, broadly speaking, seven in number. If we take advantage of each of these, we will twist a cable which will carry us forward to a higher level. But if we do nothing but sit down and wait for wealth to roll into our laps, we are likely to wait a good while.

In fact, it is a serious question whether we deserve prosperity if we are not willing to go after it, and take hold of it with a firm and intelligent hand.

In the first place, we must realize, actually realize, that business is undergoing definite changes at the present time. Many of these are the result of the war and after-war conditions. Nevertheless, these changes are taking place and it means that tides and currents of business are shifting. It is absolutely necessary that you and I shall be keen students of present-day affairs, and shall know just what these changes are in relation to our own local conditions, and also to the national conditions affecting our business as a whole.

The only way to keep posted and to be ready to take advantage of the tides and currents eddying about us, is to read, make careful note of economic conditions and pending legislation, keep in touch more closely than ever before with our own trade press and its editorials and special articles.

The day of theory is passing, and what readers want, and editors give, is facts. Facts, first, last and always! This will keep us informed so that we will understand many signs of the times which we would not notice otherwise, and it will help us to interpret them correctly.

More Cash Business Being Done

Second, it is very necessary for us to understand that more business is being done on a cash basis than ever before. Once upon a time we were able to telephone our order for coal, have it delivered, and pay for it any time within the next twelve months. Now the system prevails in many places of cash with order.

Once we hung out our ice card, the ice man delivered the goods, and the bill was rendered monthly or at the end of the season. Now, coupon books are sold, paid for cash down, and the coupons exchanged for the blocks of frozen coldness.

Once the competition for retail business was so keen that large inducements were held out to get trade, premiums were offered, and an indefinite time of payment granted. Now, limited terms only are offered and special inducements in the way of cash discounts for early settlement and trade acceptances are drawing the lines closer and transforming larger accounts into liquid form.

These straws show plainly the way the wind is blowing and briefly interpreted it is: "You cannot do business on my capital any more. You must plan to finance your own affairs." In short, "every tub must stand on its own bottom."

The business man who permits large sums of money to be trusted out, who does not collect his accounts closely, who is lax in looking up the reliability of credit customers, and who goes to more expense to get business than the results warrant, will find himself embarrassed for funds in the course of time.

This business straw shows that all of the processes of transacting ordinary negotiations must be done on a more systematic plan, and that lax or easy-going methods must be cut out.

Four Profits Make a Satisfactory Transaction

The third principle of modern business necessary to observe in the present era, has to do with "profits." The day has gone past when we can assume that if goods are bought for so much and sold at an advance, that the difference represents the net gain. It is not enough to add to the invoice cost the percentage of overhead, nor that overhead must include bad debts, adjustments, transportation losses, etc., etc. "Profits" as we understand them today begin when the goods are bought.

The first profit is made when the market is so thoroughly known that the lowest price possible is obtained and the best terms, considering quality, early delivery, national advertising and all that sort of thing. A low price on a cheap article which is unknown, may not be an attractive buy after all. The second profit is made when the discount is taken for prompt payment. The third profit is taken when the goods are sold for cash. And the fourth profit,

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when the customer is so well pleased that he proves a repeater.

Some retail establishments are now charging a small amount monthly for carrying a charge account to liquidate the expense of bookkeeping, postage, or other cost of collection. This is not yet a universal practice, but again the straws point which way the wind is blowing.

The fourth point to remember if we are to go after bigger business is intelligent advertising. A great many people think they understand all about advertising, and so do not make their publicity count for as much as it should. A successful business man has said that given a fairly good location, a reasonable advertising appropriation and sufficient capital and credit, that there is literally no limit to what may be accomplished.

One of the most important of this trio is the advertising. It will bring the business and consequently the capital, and will even overcome handicaps of location, but advertising must not be done hit or miss. It must be carefully prepared, properly placed, systematically followed up, and it must be directed to the right class of people to whom the appeal will mean the most. The government is using newspaper space freely, to call attention to the large part that advertising plays in the success of the retail merchant of the present day.

Efficient Plus Effective

The fifth point has to do with effective organization. An organization may be efficient from the standpoint of the work done in a single department, but is it effective as a whole? System is better than red tape. Intelligent working out and carrying out of all plans, pre-supposes carefully laid plans in the first place. This is rather a new idea, for many business men have lived and died without having any particular plans at all. The man who would succeed today must know what he is after, map out his campaign, and go "over the top."

Really Know What You Are Doing

The sixth cord in the cable has to do with the new accounting. Not only must we collect closely, but we must be so thoroughly informed as to our own business affairs that every night the books could be closed and taken up by somebody else in the morning without confusion or loss of time. We must know continually what our profits are, our expenses, our outstanding obligations, and the amount of our stock on hand.

Uncle Sam has rendered a valuable service in calling for better bookkeeping methods, and reports the accuracy of which must be sworn to. It isn't the time to wait until these reports are due, and then to rail against the government. The time to systematize and organize is now. Many a man would be better off in dollars and cents if he would hire an expert accountant to start him off straight, and to show him just how he can keep track of his own affairs adequately.

Last, but not least, the seventh point of business success is physical fitness. Army training and teaching have shown several millions of our men that unless they take care of themselves, cut out weakening habits, and live in a sane and normal way, that they are doomed to failure. These millions are going to constitute the backbone of American business life, and they will bring their new ideals with them. If the rest of us are to compete successfully, we must be physically fit and to be physically fit, means to be mentally on the alert as well.

We are all after bigger business from this time on. We can have it if we want it earnestly enough to go after it, and to keep after it in the right way. And the right way means to be so thorough that nothing will be omitted which makes for real progress and steady advancement.

HE IS THE WELCOME GUEST WHO GOES QUICKLY

Thrice welcome is the man who, when his visit ends, gets on his hat and says good-bye, and on his journey wends. No taxer of politeness he, he better breeding shows, than him who lingers hat in hand amid his hosts who round him stand, and yet talks on a weary spell, his worn-out jokes again to tell, while those who wait, politely grin and bitter thoughts do think within, their feet a-hurting them like sin, until at last he goes. How beauteous is the wight, who, when he's spilled it all and took his share of friendly fare, and feels he must be otherwhere, promptly ends his call. And not on going stands, but when he's got his hat, makes his farewell and gets away without the final chat. And when he comes again, we greet him with a cheer, sure that when he's said his say, he'll get his hat and break away, of him we to each other say, "He's always welcome here."

Thou great eternal Infinite, the great unbounded Whole,
Thy body is the universe—thy spirit is the soul,
If thou dost fill immensity; if thou art all in all;
Then being here I'm part of Thee or do not live at all.
How could I live outside of Thee? Thou dost fill earth and air.
If thou art God, and thou dost fill immensity of space,
Then I'm of God, think as you will, or else I have no place,
And if I have no place at all, or if I am not here,
"Banished" I surely cannot be, for then I'd be somewhere.
Then I must be a part of God, no matter if I'm small;
For if I'm not a part of Him; then God's not "All in All."

—Author Unknown.

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OUR COUNTRY

Duty of Each to Help Preserve and Maintain the Principles Upon Which It Has Been Builded.

Must Not Follow After "Visionaries" Who Seek to Undermine Its Constitution Under the Guise of "Internationalism" "Humanity" and "Brotherhood."

Our country is one hundred and forty-three years old. When the white man came to America, he found an unbroken wilderness from which a few savages drew a scanty living; now within her borders dwell over 100,000,000 people, with a standard of living equaled nowhere else in the world.

Orderly government and industry have made the difference. Destroy these and America would quickly sink back to a primitive condition wholly incapable of supporting our present great population.

We cannot fully measure our debt to our country, but we can gain a clearer sense of our obligation from the words of those who have been most conspicuous in their devotion to her advancement.

The name that first comes to our minds is that of **George Washington,** "The Father of His Country." He speaks to each of us when he says:

> "Citizens by birth or choice of a common country, that country has a right to concentrate your affections. The name of American, which belongs to you, in your national capacity, must always exalt the just pride of patriotism."

Inspired by Washington's example, the French patriot, the **Marquis de Lafayette,** hastened to America to aid in her struggle for independence. Looking back on that day he wrote:

> "From the moment that I first heard the name of America, I loved her; from the moment that I learned of her struggle for liberty, I was inflamed with the desire of shedding my blood in her cause."

But a people cannot long retain their liberty without a system of government and law. Among those who clearly saw this truth was **Alexander Hamilton,** who toiled day and night for the adoption of the Constitution of the United States. When that Constitution was in danger he said:

> "A nation without a national government is in my view an awful spectacle. The establishment of a Constitution in time of profound peace, by the voluntary action of all the people is a prodigy * * it is impossible for the man of pious reflection not to perceive in it a finger of that Almighty hand which has been so frequently and signally extended to our relief."

These words of Alexander Hamilton inspire us to loyalty to the Constitution of the United States. Our Constitution established the most popular and at the same time the strongest government that the world has even seen, and it did so because it added law to liberty and made both secure.

Yet our forefathers were conscious of needing something more. As that great patriot, **Thomas Jefferson,** said:

> "Though the will of the majority is in all cases to prevail, that will to be rightful must be reasonable * * * the minority possess their equal rights which equal law must protect and to violate which would be oppression."

By these words we are warned that self-control and a sense of justice are vital to the preservation of liberty.

And now, having liberty, law and justice, is this not all to make a nation great? **Benjamin Franklin** did not think so. Born in poverty, he won his position among our national leaders by his toil, an experience which taught him that political freedom does not lessen the necessity

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for individual effort, as he forcibly reminds us in these words:

> "The taxes are, indeed, very heavy; and if those laid on by the government were the only ones we had to pay, we might the more easily discharge them; but we have many others, and much more grievous to some of us. We are taxed twice as much by our idleness, three times as much by our pride, and four times as much by our folly; and from these taxes the Commissioners cannot ease or deliver us by allowing an abatement."

The life of Benjamin Franklin no less than his words emphasizes the truth that industry, thrift and honesty are necessary to maintain freedom.

Having established our government, our forefathers realized that it could not be preserved without the continued devotion of its citizens. Nowhere, perhaps, is the individual responsibility of American citizenship more strikingly set forth than in these words of **Daniel Webster:**

> "If in our case the representative system ultimately fail popular governments must be pronounced impossible * * * The last hopes of mankind, therefore, rest with us, and if it should be proclaimed that our example had become an argument against the experiment, the knell of popular liberty would be sounded throughout the earth."

At about this time men were beginning to build homes in the West and there they learned still more of the blessings of a free and law-abiding country. One of the greatest of these pioneers, **Henry Clay,** at the end of his brilliant career in the United State Senate said:

> "I emigrated from Virginia to the State of Kentucky now nearly forty-five years ago; I went as an orphan boy who had not yet attained the age of majority; who had never recognized a father's smiles nor felt his warm caresses; poor, penniless, without the favor of the great, with an imperfect and neglected education, hardly sufficient for the ordinary business and common pursuits of life; but scarce had I set my foot upon her generous soil when I was embraced with parental fondness, and caressed as though I had been a favorite child."

The life of Henry Clay is a perpetual reminder of the gratitude to which the United States is entitled from her citizens.

In the days of Webster and Clay our country was facing a great crisis, and from the lowliest of all homes arose a poor and friendless boy to be our leader. Who does not know the story of the Rail Splitter and of his progress from the log cabin in which he was born to the Presidency of the United States? From his great warm heart, **Abraham Lincoln** still inspires us with the truest lessons of life. In these simple words Abraham Lincoln holds out the opportunity which the United States offers to all who are honestly striving:

> "Now, there is no such relation between capital and labor as is assumed, nor is there any such thing as a free man being fixed for life in the condition of a hired laborer. * * * The prudent, penniless beginner in the world labors for wages awhile, saves a surplus with which to buy tools or land for himself, then labors on his own account another while, and at length hires another new beginner to help him. This is the just and generous and prosperous system which opens the way to all, gives hope to all, and consequent energy and progress and improvement of condition to all."

Toilers who have come to our shores from other lands and who have found opportunity and advancement here, have also paid their tribute of devotion to the United States.

The Swedish inventor, **John Ericsson,** builder of the ironclad Monitor, which at a critical period changed the fortunes of our Civil War, wrote to Lincoln:

> "Attachment to the Union alone impels me to offer my services at this fearful crisis—my life, if need be—in the great Cause which Providence has called you to defend."

Another immigrant who found recognition and success in America was the Polish scholar, **Michael Heilprin.** He used his great influence among his people in this country to lead them to a true American citizenship. In defense of Law and Order he wrote:

> "A so-called revolutionary doctrine * * * is no more than fanatical madness or recklessness, the offspring of despair, historical ignorance, or selfish, designing demagogism."

Among Americans of Irish race, none was more conspicuous for patriotic devotion to this country than the eminent prelate, **Archbishop Ireland.** Speaking from the loftiest conceptions of duty he said:

> "No other country deserves so well of its people, and no other is so dependent on its people as America. We receive from America the right to vote as Americans, for America's good, and if we cannot use our privilege as Americans we should surrender it. Efforts to concentrate immigrants in social groups and to retard their progress should be forced down."

And so example could follow example to emphasize and symbolize the devotion and loyalty to their adopted country of the leaders among foreign nationalities who have sought and found a haven in the United States.

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Very recently there died a great and good American, leaving to us the priceless inheritance of his memory. How true to the American spirit are these words of **Theodore Roosevelt**:

> "Speaking broadly, prosperity must come to all of us or to none of us. I pity no man because he has to work. If he is worth his salt, he will work. I envy the man who has a work worth doing, and does it well. There never has been devised, and there never will be devised, any law which will enable a man to succeed save by the exercise of those qualities which have always been the prerequisites of success, the qualities of hard work, of keen intelligence, of unflinching will."

The memories of these great men gather about us and plead with us to be Americans, as Americans to be loyal to the Constitution of the United States, and as citizens to be just in our dealings with one another. They teach us that industry and thrift are necessary in a free land, and that security of property and of the fruits of toil are essential to liberty.

Such in brief, are some of the principles that have made America as great as she is free. These principles are in danger today, just as they were when our forefathers fought to establish them.

SHALL WE CHANGE NOW?

Our forefathers, in providing our present Constitution and present form of government perhaps builded better than they knew. Do we want to change it for some untried visionary scheme of socialists or, as they term themselves, "idealists" or internationalists?

The United States has only 6% of the population of the world and only 7% of the land and yet we produce:

60%	of	the world's	cotton
20%	"	"	gold
25%	"	"	wheat
40%	"	"	iron and steel
40%	"	"	lead
40%	"	"	silver
50%	"	"	zinc
52%	"	"	coal
60%	"	"	aluminum
60%	"	"	copper
66%	"	"	oil
75%	"	"	corn
85%	"	"	automobiles

We also refine 80% of the copper and operate 40% of the world's railroads.

Before the war we owed other nations five billion dollars.

We have not only paid this debt, but foreign nations now owe us ten billion dollars. We now hold the largest gold reserves of any nation in the world.

The more you know about your individual customers, the more goods you can sell them, and the better you can suit them.

MAJOR HEISEY SOUNDS A WARNING

We take the liberty of reproducing the following from a letter recently received from Major A. H. Heisey, the well-known glassware manufacturer:

"The abnormal conditions created by the war necessitates an immediate increase of the tariff, and sufficient in its results to permit the continued employment of the American workmen at a wage that will maintain the present standard of living.

"We realize that for the time being the European nations are not in a competitive condition, but this condition can last only a short period, because of the necessity of their realizing on their products at the earliest possible moment, in order that they may meet the immense debt, and the interest thereon, that the war has created.

"The only markets that are capable of purchasing the higher priced articles of their production, are the United States and South America. We must, therefore, be prepared at the earliest possible moment, to prevent the importation of this foreign product to displace our American workmen, which would create idleness, which in turn would make it possible for the socialists and anarchists to impress upon the minds of the idle class their theories of betterment under the rules which they desire to enforce.

"The idle man, without work and no income, would be easily influenced by their theories, which would be impossible if he were continuously employed.

"If this anarchistic class were consistent, they would create a colony, and by their example demonstrate conclusively that we were wrong, and they were right, and the masses would fall in line without friction.

"But knowing that all organizations of this class have utterly failed, and in their desire to create a controlling position for themselves, they are willing to have the innocent workmen make any sacrifice, pay all the expense and bear all the loss that may be incurred, in order that they may establish for themselves a leadership.

"This anarchistic class, as a rule, at the expense of the poor, innocent workmen, live on the best that the land affords, and have all the comforts of life, by creating unrest and trouble for the very people who maintain them.

"The people should realize the conditions that is liable to occur, provided sufficient protection is not created, the result of which would be too serious to consider."

The fellows who adopt live business methods don't need to fear competition. Competition is somethin' like posterity—it can't do you much harm until you're a dead one.

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ALWAYS TREAT A CUSTOMER AS YOU LIKE TO BE TREATED

Advice given too freely or too frequently to the employes—particularly the sales forces—can be made to act as a detriment, and in this way work harm instead of good.

We are all human and that must be given a first-hand consideration. We are not overly burdened with that knack of knowing much that might be grasped, but there are times when a word or a suggestion here or there will prove to be a help in the right direction.

The over-eager salesman at times goes a step too far in his desire to make a sale. There is, on the other hand, a type of salesman who does not go far enough. So to each there is to be given some hints now and then that will be found a help. So with this idea in mind we are giving the views of a merchant in one of our large cities:

Meet the customer and create the understanding that you are going to do your best to please him.

Always be able to put your hand on just the article the customer wants.

Keep on your mind all the time the wants of your customers.

Talk quality.

Show the merchandise in a neat way, so that the customer will appreciate the value of the goods and the service rendered.

Always be willing to listen to any trouble the customer may have had in buying in the past.

Having become acquainted with the customer's needs, whether for the moment or for the future, call attention to some "special."

Live up to the idea that you were put in your position to make it pay, and to make slow-going goods move quickly.

Treat every customer as a guest.

Don't fail to show a customer what he came in for before trying to sell him something else.

Don't detain a man who is in a hurry and who says so.

Don't boost up to the sky every article a customer lays his hands on. He will have more confidence in what you say if sometimes you say, "I wouldn't choose that one."

Don't argue with a customer. You may get the better of him in an argument, but you will never get his money.

Don't ever question a customer's knowledge of merchandise. You will have much easier work in selling him if you make him feel that you think he knows all about it.

Don't knock competitors. Your customer will think all the more of you if you refrain from saying anything unkind.

Don't promise a customer anything that you are not absolutely sure you can fulfill.

UNITED STATES SUPRÊME COURT UPHOLDS RIGHT OF REFUSAL TO SELL

"The purpose of the Sherman Act is to prohibit monopolies, contracts and combinations which probably would unduly interfere with the free exercise of their rights by those engaged, or who wish to engage, in trade and commerce—in a word to preserve the right of freedom to trade. In the absence of any purpose to create or maintain a monopoly, the act does not restrict the long recognized right of trader or manufacturer engaged in an entirely private business, freely to exercise his own independent discretion as to parties with whom he will deal. And, of course, he may announce in advance the circumstances under which he will refuse to sell."

In an opinion delivered on June 2 by Justice McReynolds the United States Supreme Court affirmed the decision of Judge Waddill, of the District Court for the Eastern District of Virginia, in the Colgate case. The language quoted above silences for all time any question concerning the right of refusal to sell in the absence of any monopolistic purpose.

While the operation of the decision is, of course, confined to interstate commerce, and it can only be effective in controlling distributors to whom sales are made directly, it will unquestionably afford much relief. It will be gladly accepted as an undeniable indication of increasing comprehension by the court of present day commercial evils.

In its relation to the Stephens bill campaign this decision may have two influences: One, it may encourage a concern of large capital to absolutely control the price of its product to the consumer by eliminating the jobber, which would, of course, greatly increase in most lines the selling cost and would enhance the retail price to the consumer; two, the possibility that manufacturers might avail themselves of this opportunity for the sake of stabilizing their market should quickly bring to our campaign the active support of every jobbing element.

THE OLD FARMER'S PREFERENCE

"I'd ruther trade with Smith, because
He always says: 'No trouble!'
Says it so cheery like it makes
Me effervesce and bubble.

"A tarnal lazy man don't fit
In a hardware store, no more'n
He'd fit into my big cornfield
When the weeds are in the corn.

"'Crops do'in well?' Smith often says,
In his sunny, cheery way—
I have to buy a tool or two
Before I can go away.

"Somehow, I gravitate to Smith's
Like cows to a clover field;
The fodder's good at Smith's for me,
And fair and sweet the yield."

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Selling Golf Supplies

IT IS only the larger cities that can maintain an exclusive sporting goods establishment, therefore the duty of carrying a good line of sporting equipment falls upon the hardware merchant. Instead of carrying a general ad to the effect that sporting goods may be had at Blank's, the better way is to feature the equipment for each sport separately and at the appropriate time of the year.

Golf is one of the oldest games, yet until recently it was comparatively unknown in America. Within the past few years great impetus has been given to it, due to the President's fondness for the game, and many who out of curiosity have gone to see it played, and have been induced to take a club and try their hand at swatting the little pill, have gradually become enthusiastic exponents of the sport.

There Is a Good Profit in Golf Goods

and it is the duty of the hardware men to stimulate interest in the game. All that is necessary is to give it proper publicity. An excellent example of what can be done along this line is the campaign inaugurated by the Maxwell Hardware Co., Oakland, Cal. They started this by a neat ad in the papers, surrounded by an abundance of white space:

PLAY GOLF

Play Golf and be healthy.

Golf makes good nerves, good digestion and pure blood.

Learn to play golf now.

It doesn't matter whether you have ever tried or not.

Get our book on "Golf for Beginners."

After three or four lessons you can go out and play.

If you play—it will teach you how to improve your drive.

We are selling a fine set of clubs and canvas bags.

Special at $7.95.

MAXWELL HARDWARE CO.

This was followed a little later with a more definite appeal:

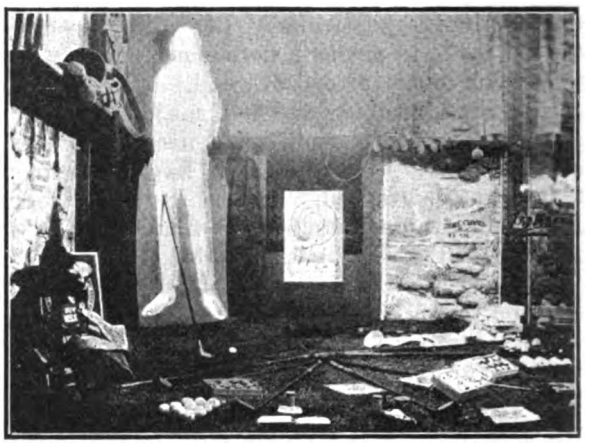
BUSINESS MEN

You need the recreation offered by a game of golf.

Get your golf togs and golf supplies here.

MAXWELL HARDWARE CO.

Of course they did not neglect to back up their printed appeal with an attractive show window. This was floored with clipped green paper to represent sward and in the center was a little mound of fine sand. Radiating from this mound were a number of golf clubs, while balls, singly and in boxes of a dozen, were scattered over the floor. In the background was the life size cut-out of an elderly man, with an actual golf club, preparing to make a drive. On a ledge were laid a number of golf sticks and half a dozen balls. At one side, hanging over racks, were golf sweaters, jackets, caps and half hose, while heavy golf shoes were shown on the ground. A large card at the other side, adorned with an actual golf ball, read: "C. Hagen won the national open golf championship with a Spalding 50 ball."



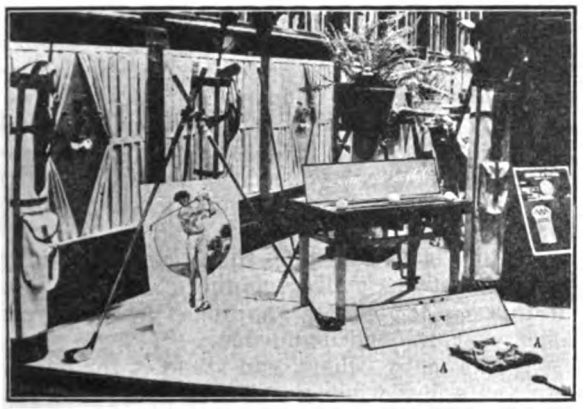
The Maxwell Hardware Co. are one of the progressive merchants who find in golf goods a profitable line. This is a display that merchants in any section can easily make, and one which is sure to bring trade.

Another Line Distributed

The Bowman Co., Sacramento—a large firm, handling hardware, sporting goods and auto supplies—was another firm that devoted considerable attention to working up a trade in golf goods. E. A. Morris, the manager of the sporting goods department, is a firm believer in window display. "I consider it the very best form of publicity," he said, "and for this reason I am willing to spend an abundance of time in arranging a window—provided, when it is done, it will be distinctive, and get our goods before the public in a compelling manner.

At the time of this interview Mr. Morris was just putting in a golf window, a photo and description of which is presented herewith. It was floored with felt of heliotrope hue, with a border of plum. Panels of the darker shade were placed in the background, over which were pleated curtains of lavender silk, drawn back in the center with ribbons of the same color, and in the center of the plum colored background were little sprays of thistle. A table in the center held a growing fern and several golf balls, while bags of golf clubs were arranged about the window. Stands of the clubs were tied at the top with loops of lavender ribbon, and several lithographs of golfers were displayed.

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The Bowman Auto Supply Co., likewise feature sporting goods, and have developed a splendid trade on them.

"We have recently taken the agency for the Wilson sporting goods for all Northern California," said Mr. Morris, "and are meeting with wonderful success. In the three months that we have handled the line we have sold as many goods as we did in a year of an unadvertised line." When asked if any other method than window displays was used, he answered: "O, yes—we aim to attract all classes of trade. Of course we advertise in the daily papers, and in addition we maintain large boards at the municipal golf grounds, and likewise at the baseball park—where we feature our baseball line." At the same time that the golf window was installed windows with similar backgrounds were arranged featuring baseball and tennis goods—with the result that every one who passed stopped to gaze at the trio of fresh and attractive sporting goods displays.

But while general advertising is good, a specific appeal meets with a greater response, and the personal letter—even though it be a form one—is always productive of good results. Particularly is this the case when, as in the case of golf, it is desired to work up a trade in a comparatively new sport. A letter along this line was sent to a selected list of business and professional men by an eastern firm:

Dear Sir: Have you considered GOLF a luxurious and costly sport? Remember that the game was started by the Scotch, who have never been considered a spendthrift people.

A set of iron golf clubs will last almost a lifetime. Public golf courses in America are rapidly increasing, and people in moderate circumstances are getting into the game.

A good many of them already realize that to get out into the open, walk three hours over an 18-hole course, and have a hundred or even two hundred swipes at a little golf ball, beats sitting on the bleachers.

When people get started on golf they are "elected for life." You don't stop in the prime of life, as you do in baseball or tennis. It is the sport for all ages. Get into the game now and get a fad for life.

SEE OUR COMPLETE LINE OF CLUBS

For parties opening up a new set of links we have marking discs, hole rims, direction flags, hole cutters, tee stands and washers.

Occasionally view your goods and establishment from the standpoint of the other fellow, for it may be that you have grown so accustomed to certain things that you do not even notice them. Go around on a tour of inspection in other places of business similar to your own in your own town and in other towns, then come back and determine earnestly what you can and should do to brighten things up a bit.

Frequently canvass your own business situation in your own territory, to discover whether or not you are obtaining your share of the trade that by all rights should be yours.

KNOW YOUR COSTS

Carrying your business in your hat instead of in a simple set of accounts may be a practice of some so-called business men, but experience shows that few hats are large enough to hold both the owner's head and his business.

The really successful business man, who has a large and profitable business, invariably finds it necessary to know his cost of doing business.

Don't think he keeps a record of costs because his business is big. His business is big largely because he knows his costs.

WESTERN TEXAS—AIN'T SHE GREAT!

(We are indebted to an enthusiastic Texas subscriber for this:)

Flowers blooming, bullbats booming,
Birds are singing everywhere.
Cattle lowing, calves are growing,
Coyotes in their lonely lair,
Wool is clipping, lambs are skipping
Mohair worth six-bits per pound.
Crops are bumping, water pumping
On the irrigated ground.
Grass abundant, weeds redundant
From the gentle summer rains.
Land resplendent, moon hangs pendant;
Nature groans with growing pains.
Ranchmen smiling, oil men filing
Leases with the County Clerk.
Wells are drilling, pockets filling;
Everybody glad to work.
Drouth has ended, range has mended,
Live stock prices out of sight.
Come and greet it; you can't beat it;
Country filled with pure delight.
Hard times over, we're in clover.
Optimistic? I should say!
Grain fields waving, crops are saving,
Reapers running night and day.
Wheat in plenty—at two-twenty;
Uncle Sam has fixed the rate.
Business snappy, folks all happy;
Western Texas. Ain't she great!

—C. C. Walsh.

Count your joys and you will discount your sorrows.

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WELL-KNOWN MANUFACTURER ASKS PERTINENT QUESTION

Policy of Administration Sure to Handicap Production

Editor HARDWARE WORLD, San Francisco, Cal.:

The subject of the Federal Tax Law has had a great deal of my attention and thought since the passage of same, regarding the liquidation of the government war debt in a period of but twenty-one years.

My understanding of this act is that we are to collect six billion dollars in 1919 and four billion dollars each year thereafter for twenty-one years.

I recently made a trip throughout the Mahoning Valley and Pittsburg district, during which time I heard many steel men express themselves on the inconsistency of our government undertaking to wipe out this enormous war debt in so short a period of time. It is my belief, concurred in by every manufacturer with whom I have talked, that if our government attempts to collect so vast a sum in so short a space of time it will stifle industry.

I am constrained to ask the question—can the government, in equity, take such an enormous sum from its partners without handicapping them in their production and tax-paying ability?

The policy as set forth by this levy is sure to impair energy and is equally sure to discourage production of any manufacturing concern. It means the confiscation of 50 to 65 per cent of each individual's or industry's earnings.

Being a loyal citizen of the United States government, it is my aim and desire to support and uphold it to the utmost, but the incentive and ambition to build up a successful business or industry, to be a credit to the community, as well as our country, is lost, when over half of one's earnings are appropriated each year by our government for taxation.

Law Should Be Revised

I believe there should be some immediate action taken by everyone concerned to have this law repealed and in its stead to provide that for raising this vast sum of money, the taxation should cover over a period of eighty years, under which arrangement the business of the United States could not suffer, as it is bound to by the enforcement of the present law.

I am a manufacturer, and like many others with whom I have talked, did not fully grasp the burdensome measures imposed on the business of the country at the time this law became effective, but now that we have paid our taxes, we find that should we continue along the same lines, raising four billion dollars per annum, it will prove a great injustice to many industries in the United States.

My discussion with the different steel men throughout the Mahoning Valley has caused me to ask this question of myself:

Why am I working with all the energy I possess to build up a business that is giving employment to many hundreds of people, from the profits of which I have to pay a tax from 50 to 65 per cent.

If this is to continue, there can be nothing but a disastrous ending, as there is no business in this United States that can prosper, year after year, under this burden.

I, like many others, can stand it for one or two years, but when you figure that these conditions will remain with us for twenty years, we can see but one result—that of the slowing up of business and the paralyzing of many industries, with its attendant failures.

If you deem my views worthy of publication, I shall be glad to have you publish this letter, believing it is of vital importance to every reader of your magazine.

Very truly yours,
BOYLE MANUFACTURING COMPANY,
W. J. Boyle, President.

EYES TO THE RIGHT

In what direction do your eyes turn when you enter some large store? There's a purpose in asking this question. The answer may help you to improve your own business establishment. It is the natural tendency of the human eye to look toward the right, this being due to our style of reading from left to right, says a successful merchant.

The shrewd merchant puts one of his most attractive displays in the second section from the entrance, on the right, so as to lead the eye beyond the door and lure the buyer from the portal. With the same reasoning, his most attractive display on the left is immediately next the door, for when you make the exit, this display is on your right again, and the eye lingers longingly on the attractively displayed goods.

Try this plan some week and watch the results. I've tried it time and again, in clothing, haberdashery and notions, always to improve sales.

Another Hint

Do not hang your show cards, your advertising displays too high. The eye does not look up as a rule, but seeks its own level or down. Putting the show card or some card or some appealing hanging display above a man's head detracts from its pulling possibilities. The higher you hang your displays the more force and novelty must you give to the work to attract the eye.

Try and salt down one good, usable idea from somewhere every day. Moreover, make use of the idea and watch yourself grow!

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Favorite Jokes of Prominent Hardware Men

Awakens a Responsive Cord



Brace Hayden, of Dunham, Carrigan & Hayden, sometimes relates this as being apropos of the times. We are not sure but that Mr. Hayden himself was the "respondent" in the case—at least his name was also Hayden.

At a prayer meeting held during a presidential campaign, in the midst of a prayer, one pious brother said: Oh, Lord, we pray thee that the Democratic party may hang together in the coming election." "Amen, answer the prayer, Oh Lord!" put in Brother Hayden. "But I do not mean it as Brother Hayden means it, Lord. I pray that we may hang together in concord and accord," continued the Democratic brother. "Amen, Lord," again said Brother Hayden, "any cord, just so long as they hang."

Value of Little Things



L. Howard-Smith, of the Seattle Hardware Co., is a careful, painstaking worker and relates this as showing the importance of small things:

A comma is a little thing, but so is a cinder in your eye. In the wrong place, little things can cause a great deal of trouble. A certain poor woman, whose husband was going to sea, handed through the clerk to the minister this notice, which she desired him to read in church: "A man going to sea, his wife desires the prayers of the congregation. "The minister, punctuating it in his own way, read it thus—to the obvious amusement of his flock: "A man going to see his wife, desires the prayers of the congregation."

He Shot Low



Phil Bekeart, one of the best known sportsmen in the country and a good story teller, as well, relates this:

A party of gentlemen were telling stories recently of famous shots and how many quail, partridges, ducks and other birds had been killed at a single discharge. After listening to what seemed a willful exaggeration by different narrators, a stranger who was present volunteered his experience of his only use of the fatal double-barreled gun as follows:

"I went into the field one day to try gunning. The only game discovered was an immense flock of crows. I should say there were 10,000 in the flock. Slowly I crawled up to them, and when not more than four rods away the crows rose in a solid mass. I fired both barrels, and how many do you think I killed?"

Different guesses were made by the party, ranging from 20 to 100.

"Not one," said the stranger, "but I went out with my brother to look for results and picked up four bushels of legs. I had shot a little under."

Secretary Nish's Bird Story



L. D. Nish, one of the HARDWARE WORLD's valued friends in Illinois, vouches for one of his neighbors:

A minister's wife has been married three times. Her maiden name was Partridge, her first husband was named Robins, her second husband Sparrow, the present Quail. There are now two young Robins, one Sparrow and three Quails in the family. One grandfather was a Swan and another a Jay, but he passed away and so he has become a Bird of Paradise. They live on the Canary Islands, and the name of the fellow who wrote this is Lyre and he is a relative of the family.

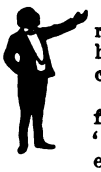
Needed an Avis Fly Trap



A. B. Avis was eating lunch down town at a Pomona restaurant and, scenting an opportunity of making a sale, said:

"Waiter, there's a fly in this ice pudding." "Serves him right, sir," replied the waiter; "let him stay there and freeze to death. He was in another gentleman's soup yesterday. I'll be downright glad to get rid of him."

He Shall Be Nameless



A hardened hardware bachelor sometimes relates this, but, out of consideration for him (for otherwise he is a pretty decent chap) we will not reveal his name:

A chemist was boasting in the company of friends of his well-assorted stock in trade. "There isn't a drug missing," he said, "not even one of the most uncommon sort." "Come, now," said one of the bystanders, by way of a joke, "I'm sure you don't keep any spirits of contradiction, well stocked as you pretend to be." "Why not?" replied the chemist, not in the least embarrassed. "You shall see for yourself." So saying he left the room, and returned leading his wife by the hand.

Nothing on the Country Boy



J. R. Gamble, former president of the National Retail Hardware Association and a prominent Alabama Merchant, vouches for this:

A boy left the farm and got a job in the city. He wrote a letter to his brother, who had elected to stick by the farm, telling of the joys of city life, in which he said:

"Thursday we auto'd out to the country club, where we golfed until dark. Then we trolleyed back to town and danced until dawn. Then we motored to the beach and Fridayed there."

The brother on the farm wrote back:

"Yesterday we buggied to town and baseballed all afternoon. Then we went to Ned's and pokered till morning. Today we muled out to the cornfield and gee-hawed until sundown. Then we suppered and then we piped for awhile. After that we staircased up to our room and bedsteaded until the clock fived."



J. M. Stone, secretary of the Kentucky Hardware Dealers' Association, was feeling in a happy frame of mind, seated in the smoking compartment of a sleeper and listening to his fellow travelers, when he ventured forth with this:

"I'll bet a dollar I have the hardest name in the country."

"Done," said one of the company, "what's your name?"

"Stone," cried the secretary.

"Hand me the money," said the other, "my name is Harder."

The California Spirit



Don Stanbery, of the Union Hardware & Metal Co., never loses an opportunity to boost. While he don't claim the authorship of this notice, he approves of it:

One of the latest boosting signs posted through the East to draw people to California reads: "Easterners, attention! Come to California! Why waste your time in the East when the West Coast lures? We have the climate, air, and thirst for tourist and drinker and—we have three more hours in which to drink when prohibition goes into effect. Come!"

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PROSECUTING OFFICIALS FAVOR PROHIBITION

In the office of the district or prosecuting attorney in one of the largest cities of the West the editor of the HARDWARE WORLD was recently informed that whereas he was supposed to be elected by the "wet" vote, ostensibly in favor of saloons, personally most of the deputies in the office were "absolutely in favor of prohibition," to quote them.

The spokesman vouchsafed the information that "no man with any conscience or any sense of right and wroug could really serve in this office, brought face to face with the conditions, with the crime, suffering and misery, and not be in favor of prohibition."

He further said that any man who "went into office in favor of saloons must be a very hardened man if he did not soon change his mind, for the officials were convinced that 95 per cent of all the crime, all the prosecution, was directly traceable to saloons and the effects of alcoholic stimulants.

Coming from officials supposedly in favor of the "wet," it is a strong argument in favor of prohibition.

Instances in the police courts were cited since July 1, showing the lessened number of crimes.

Records of Other Western States

The HARDWARE WORLD made inquiry of hardware merchants in other Western states, and replies were received from hardware men in Oregon, Washington and Colorado. From Colorado we were informed that if the question was now put to a vote of the population that the state would go "ten to one in favor of the 'drys'."

The statement was further made that when the question was voted on some time ago, the fact that Colorado went dry was attributed to the women vote, but even eliminating the votes of the women, the men themselves would vote for prohibition more strongly than ever before.

From Oregon and Washington we have been told by prominent hardware merchants, in fact by merchants in other lines as well, that under no consideration would they want to go back to the old conditions, for absolute prohibition was far better for the people and for business men.

Property owners who had previously thought there would be great difficulty in renting the buildings vacated by the saloons, found these buildings are now rented at an increased rate. It was found that people who formerly spent most of their money for intoxicants, are now buying better food and clothing and improving their homes; their children are better cared for and protected. A large per centage of people were saving money, and had accounts at the savings bank; presented a better appearance and were a more prosperous and happy people in every way.

The HARDWARE WORLD is offering this testimony, received direct from well-known and responsible officials and business men in hardware and other lines, simply as information to merchants in sections where the matter is under consideration.

MISSOURI WOMEN THE ORIGINATORS

Whether you have been in the "Imperial Commonwealth of Missouri" or not (as the politicians say), you must at least have heard of it as the "Show Me State."

We have always confessed ignorance as to how such an appellation originated, but the recent session of the State Legislature, called to ratify the suffrage amendment, is enlightening.

The Legislature had met at Jefferson City during a very hot period of weather and was attended by a large committee of women. Apparently everything went along to their satisfaction, the amendment was ratified, and the legislators were consoling themselves with the fact that they had entrenched themselves very strongly in the hearts of their new constituents.

But not so, for no sooner had the women secured what they desired than they at once began to criticize the appearance of their representatives.

They were undignified; they appeared in the convention hall and banquet, if the press dispatches are to be believed, minus vests and coats, and in their shirt sleeves, wearing "galluses."

Just what the objection was to the latter article, a necessary appendage to support men's clothing, especially if they chance to be of a rotund disposition, is unknown, but altogether the women objected to the apparel or clothing of their men.

Such criticism did not set well with these law-makers, especially during hot weather, and they resented it. They accused the women of being the "Show Me" originators. They came back at the women and criticised their dress, or rather the lack of it.

They stated, as men, they wore clothing of sufficient weight and thickness for the purpose of "concealing" and not "revealing," while the women wore a sort of gauze that covered only a part of their bodies and only as camouflage, and more to this effect.

The Solons are evidently angry, and the end is not yet. They suggest to the women that charity and reform should begin at home. They also suggested that they "burn their corsets, knock the heels off their slippers, and get a gauze stretcher and stretch their clothing so it will cover their bodies."

So there you have it, you who are not so fortunate as to reside in Missouri, the secret is at last out, the origin of "Show Me" has been demonstrated, so the Missouri legislators claim, by the women themselves.

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SUGGESTED "BUSINESS BUILDERS"—"TODAY'S BARGAIN CASE."

An Indiana merchant was not entirely satisfied with the trade-pulling power of two large show windows that he keeps attractively trimmed with timely merchandise. So he placed an upright showcase right out on the sidewalk in front of his store.

He calls this case his "Today's Bargain Case."

This case is used exclusively for displaying special merchandise upon which he is offering a special price for the day. These bargains are changed every day.

Around the top of the case is painted in large red letters, "Today's Bargains."

All goods displayed in case are accompanied with a price ticket showing the regular price and the price for which they are selling that day. The price is good for that day only, and under no circumstances is an article sold at any other price but the regular selling price except on the day it is offered at a bargain in this case.

These specials are never advertised. Occasionally this merchant will call attention to this case through his advertising, but never mentions the articles. Through this method he has the public watching his "bargain" case every day to see what he is offering for that day.

This merchant states that his "Today's Bargain Case" is a wonderful trade-getter. People going along the street are attracted to this case, and the bargains offered are usually so enticing that he gets a large number of people into his store as a result. With the aid of a well-trained sales force he is able to sell the customers thus secured extra items, resulting in increased business which more than offsets any cut he makes in the articles offered at these bargain prices.

A SUNNY CLERK

O, he is a gem, this optimist,
  This clerk with smile—"Hello!"
And warm, warm heart, that radiates
  And sets the store aglow.

Hardware cold?—why, he warms it all;
  Warms a customer, too,
With friendly ways and laughing eyes—
  A magnet tried and true.

You could not drive the folk away
  That come to trade with him,
With hardware ax or hickory club!
  They cling with tenacity grim.

It just beats all how a human heart
  Shows in a hardware store,
And folk who like some sunny clerk
  Keep tradin', more and more.

You can have a store plumb full o' goods,
  Yet folk will shy away—
You need some sunny clerks to turn
  The stream o' trade your way.

SUGGEST TO YOUR CUSTOMERS

There is a market for paint specialties that the average hardware and paint dealer seldom recognizes. Nevertheless a considerable volume of sales could be built up by any enterprising dealer familiar with the following facts:

With the advent of warm weather, the furnace, which has performed such an important part in keeping the house livable during the winter months, is completely forgotten. It has served our purpose; it has apparently ceased to demand our care and attention, but only temporarily.

During the summer months, any indication of dampness or moisture in the basement is bound to affect the efficiency of the furnace; the heat conductors, pipes and other metal parts will rust to an unbelievable extent.

The delay in starting the furnace during the first cold snap of the coming winter will mean inconvenience and actual physical discomfort, while the replacement of rusted out parts will be an unnecessary expense.

All of this expense, delay and discomfort can be avoided by a little attention now, when the furnace is inactive. A coat of some good standard stove enamel to the heavy metal parts will give a glossy black surface which is impervious to rust and is not affected by the heat of the furnace when in operation.

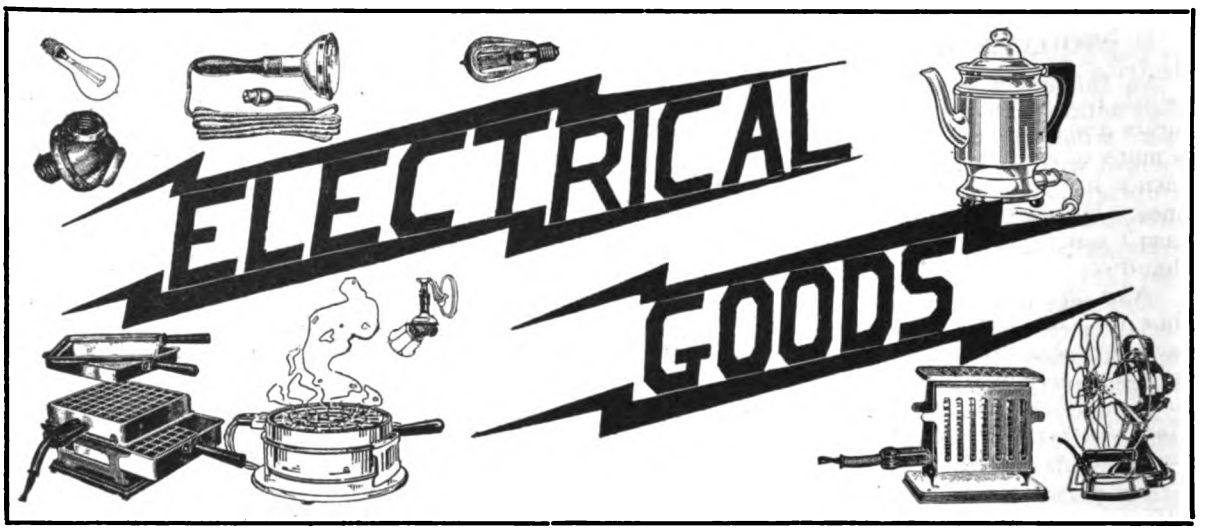
The galvanized iron heat conductors of the hot air furnace should be given a coat of a standard galvanized iron primer and finished with one coat of roof and barn paint. The use of a special galvanized iron primer is very necessary, as ordinary paint will not adhere to galvanized iron.

If the heat conductors are of tin, simply apply one coat of stove enamel for a gloss black finish, but if color is not a consideration, the roof and barn paint will be found less expensive.

The gas or coal range also demand attention at this time, both for protection against rust and to maintain the spic and span appearance in which the housewife takes pride. For this purpose, stove enamel meets the needs, giving a lustrous black finish that is easily kept clean.

If it's only worth the while,
If you have a bit of news,
  —Send it in;
Or a joke that will amuse,
  —Send it in;
A story that is true,
An incident that's new,
We want to hear from you,
  —Send it in.
Never mind about your style,
If it's only worth the while,
  —Send it in.

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Overlooking Sales in Electrical Goods

Merchants Neglectful of Opportunities in Electrical Lines

HAVE you ever had a customer come into your store and ask if you had two 40-watt lamps? Of course he had to ask, because nine times out of ten he wouldn't see them displayed, perhaps you yourself would have to take second thought as to whether you had them, and where they were.

Finally you did discover a case of them back in a corner with something else piled on top of them, and when you looked to see if they were what the man wanted, you sold them, and then the chances are you soon forgot all about it, forgot you even had them in stock.

Lamps Consigned

Maybe the reason you forgot them was because you had never paid for them, for they were sent to you on consignment. If we are not mistaken this is the sales policy of the manufacturer and the jobber distributing them.

But isn't that all the more reason why you should give more attention to goods which you are allowed to carry in stock, and for which you do not have to pay until you sell them. If you paid for them when you purchased them it would serve to remind you.

Perhaps you are an exception, perhaps you are the "tenth" man who does remember he has electric lamps in stock, and is displaying them on the counter, or in the window.

If so, this doesn't apply to you, but nevertheless it does apply to nine men out of ten.

In Universal Use

Certainly there is nothing that is more gengenerally used, and for which there should be greater sales, if more attention was given to this line.

Let us offer some suggestions as to how you could increase your sales. Now is the season to go to your local business houses, hotels, apartments, local factories and take their orders for what lamps they will require for the next few months, for the days will soon be getting shorter. Explain to them the convenience of having a case of lamps on hand, rather than to send out and purchase two or three at a time.

You know you can get a larger discount and make a better profit on lamps the greater quantity you sell. All this without having a dollar invested in the purchase of them.

When you speak of electrical merchandise, bulbs are only one small item. The vast variety of household appliances, such as toasters, percolators, stoves, irons, washing machines, etc., while given more attention, are really not pushed as they should be.

Electrical Merchandise Pulls Trade

Many successful merchants tell us—those who are featuring electrical supplies and appliances—that it is one of the best departments of their business.

Selling toasters, irons, percolators, etc., makes a special appeal to the women folks of the community. Simply turn a button and the heat is on, no bother with kindling, coal or gas during the hot weather.

The average merchant could more than double his sales, perhaps triple them, if he would pay greater attention to this line.

Other successful merchants are selling electrical goods to the contractors, such as wire, schedule materials, conduit, fittings, porcelains, lamps and switches.

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Prefer Hardware Merchants

It isn't every town that has an exclusive electrical store, and even where such are established, it is a well-known fact among manufacturers and jobbers that the electrical contractor is more of a mechanic than anything else. He hasn't had the training along merchandising lines. He hasn't the facilities, or at least he hasn't made use of them, in displaying his merchandise.

And then, too, it is whispered to us from time to time that the hardware merchant is a far better financial risk, a better business man in every way. Electrical manufacturers and jobbers would prefer to sell you, Mr. Hardware Man, if you will just take a little interest, and become a little more active.

We have been told this time and again, and there is no line of merchandise that carries better profits, will draw more trade, or prove more satisfactory all around.

There is such a vast variety to draw from, and the appeal that it makes to your customers is such you would find it most satisfactory.

A GOOD SUGGESTION

A Missouri hardware merchant found it to his advantage in selling electrical goods, such as iron, toasters, percolators, etc., to mark on the tags the amount of current used per hour.

His local electric company figured this out for him, showing the cost per hour, and this is an added argument in selling such goods.

Naturally, being in Missouri, this merchant believed he must show his customers. Merchants elsewhere can profitably follow the same plan.

ELIMINATING WASTE

"Don't forget the waste," is the wording of a little sign that has helped the By-Lo Hardware & Paint Store, of Muncie, Ind., to cut their electric light bills considerable each month. This little sign appears above every electric light switch throughout the entire store and each time one of the employes turns on the light he is reminded of watching the waste, and they have experienced a wonderful saving in electric light costs.

In a large store where the lights are used both night and day the electric light bills are quite an item in the operating costs, and if all useless burning of lights is eliminated a considerable saving is effected each month.

Wasting time is a crime. Wasting your own is bad enough, but wasting time which belongs to another is criminal. Your job is to conserve your time. Getting the most out of every minute is what counts for success.

BUYING FILES FOR TWENTY YEARS

As an example of the lack of ability and knowledge displayed in the purchase of materials and supplies during the war, the following, typical of hundreds of cases, will interest hardware merchants.

A well-known file manufacturer tells us that those having to do with the ordering of files wanted to place with them an order for 1,250,000 dozen round files of one size.

Naturally the manufacturer wanted to know why in the world anything like such a number of files of one size for use in the war were wanted, and was informed that was what would be required.

Then the manufacturer informed them that notwithstanding they manufactured more than half the files in the United States, if they devoted all their plants to the manufacture of this one file it would only require twenty years to complete the order.

Another manufacturer received an order for 10,000 dozen of every size of machine and carriage bolts.

It is well known that there are some carriage bolts there wouldn't be need of a hundred dozen, while for other sizes they would need a largely increased number.

Notwithstanding this fact, those who had the ordering of these bolts were insistent on placing an order for 10,000 dozen carriage and machine bolts of every size that was made.

THE SHADOW OF THE LAMP

A little stunt that will attract a lot of attention in the electric goods window and costs practically nothing to arrange is to place a kerosene lamp, or perhaps a candle, in such a way that a powerful electric bulb beside it will cast, on a screen properly placed, a shadow of the lamp or candle flame.

This illustrates the great lighting power of the electric bulb used, and to many people the idea will be entirely novel and create an effect out of all proportion to the actual comparative values shown.

To disagree with the other fellow and still remain friendly; to see the other fellow's viewpoint and still cling to your own opinion with a smile that is sincere; to travel the first fifty miles in company with a crowd quietly and not tell all you know; to smile at the breakfast table and then go to work, not willingly, but anxiously, proves that you are a bigger man than the fellow we find on the payroll. You are boss material.

Sloppy boss; sloppy help; sloppy store. The one indicates and probably begets each of the others. People will not patronize for long the store where neatness is a stranger.

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When You Talk About Americanism

We Have Had Too Much Voluble, Voluminous Rhetorical Idealism

By Dr. Franklin H. Giddings
Professor of Sociology and History of Civilization at Columbia University, in New York Tribune.

IT WAS our entrance into the world war that brought Americanism to the front line of national problems in the United States. For a full generation before 1914 the increase of our alien population and the obvious incompleteness of its assimilation had worried some of us and mildly interested more of us. The war revealed such possibilities of danger in alienism that the most indifferent among us became alive to the necessity of Americanization.

In such circumstances as these Americanism was by most of us identified with patriotism, and perhaps not much else. Now we look into the future with a wider vision and an enkindled imagination. We realize that the problem of Americanization presupposes a more or less definite notion of Americanism, and that sooner or later it forces us to try to answer the question, "What Americanism do we want?"

Ninety out of a hundred individuals encountered at random to whom we might put this question would say, with that readiness in meaningless phrasemaking which is one of our besetting sins: "We want an Americanism that makes good Americans." Undoubtedly we do, but who or what are good Americans? Doubtless the living examples are exceedingly various, if we could identify them, and presumably the imaginative possibilities are numberless. Happily, however, a majority of us were agreed before 1914 on certain basic elements of excellence in American character. These we shall continue to demand.

Be Good for Something

In the years immediately preceding the war the outstanding demand was for efficiency. We expected the American to be "good for something." At the least, we said, he must be able to look out for himself, to earn his way, and be diligent, to bring up his children to look out for themselves and to earn their way. Also we expected him to have initiative. I suppose that more Americans would have agreed upon this sturdy trait of Americanism than upon any other one, not excepting patriotism, for we had among us, unhappily, both pacifists and internationalists.

The insistence upon individual adequacy and efficiency had been strengthening, but not to the entire neglect of other requirements. The rapid growth of our towns and cities had forced upon our attention the difficulties and the shortcomings of municipal administration, and the necessity of fostering a collective civic responsibility. We had, therefore, begun to expect the good American to be an alert citizen, interested in his village, town or city, believing in it and every ready to help maintain a lawful and efficient admistration.

Between the qualifications of the American as a citizen there were further qualifications always demanded in our local communities from the earliest days. It was insisted that the American should be a decent man, living soberly, respecting the common moralities and observing the elementary courtesies of civilization. He was expected to be a good neighbor, not meddlesome, but friendly, helpful and ready to cooperate on occasion.

Patriotic Growth

The war has not in any wise or in any degree set aside these basic factors of Americanism. It has added the immediate and overshadowing requirement of patriotism.

The Spanish War stimulated American patriotism. It also provoked reactions against it, inasmuch as our behavior was not approved by everybody, and it offered opportunity to such as were apprehensive that we were about to become imperialistic to deprecate appeals to national feeling. The movement toward non-patriotism was subsequently reinforced by the multiplication of anarchistic elements in our population and by an increasingly bold anarchistic propaganda.

The war has clarified much thinking, and the patriotism that was only latent, not extinguished, will not for some time again be openly called in question by any considerable number of responsible Americans. Most of us now expect, and we shall continue to expect, the American to be unequivocally patriotic.

Whether he was born here or brought here or came here of his own volition, we expect him to understand that all citizens of the United States are sharers in common opportunities, common perils and common destinies, and that we look upon the man who is willing to take his share of our good luck without assuming his share of our common responsibility or doing his part of our common work as a human object that it is impossible to respect, and who may as well expect scant consideration.

Must Know What We Want

It is safe then to say that a large majority of us at the present moment demand an Americanism that produces Americans whose patriotism, good citizenship, neighborliness, decency, self-reliance and efficiency are outstanding.

And this agreement upon the substantial essentials of good Americanism is supplemented, fortunately, by a measure of agreement upon the expedient ways of selecting and fostering them. We share certain common sense notions as to how Americans exhibiting desirable qualities have been hitherto and can now and always be reared. We know something, that is, about the Americanism that we want on the side of its methods as well as on the side of its aims.

We have tried various experiments in patriotism and we have arrived at minimum requirements which are irreducible. The American patriot may admire as many other nations and governments as he likes and he may believe that a millennium is on the way, wherein the lambs of gentleness shall lie unharmed outside the jaws of the lions of war; but be these things as they may, he must yield an undivided loyalty to the one government under which he lives, and that is the government of the United States of America.

The American Must Be Law Abiding

If in his inward parts he responds to the philosophy of anarchism he must nevertheless observe the rule of the road when he goes on the street. He must understand that American liberty is a lawful liberty; and that in America we amend law not by violence but by due process of law. The American, therefore, may not say without qualification, as the more radical among us have been asserting, that "self-government at its worst is better than autocratic government at its best." Self-government is an opportunity without which individual self-control and public responsibility cannot arise, much less develop; but unless they do arise and develop, self-government, so far from being better than autocracy at its best is quite as bad as autocracy at its worst.

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What Do You Mean By It?

Americanism Should Produce Practical, Self-Reliant Men and Women

When self-government degenerates into violence or any other sort of lawlessness it is as despicable, outrageous and destructive as any other tyranny. Murder by a lynching mob is no better than murder by the secretly instructed agent of a czar. Looting, burning and maiming by bands of Reds, calling themselves the people, is not ethically preferable to like acts perpetrated in the name of divine right.

Equal Rights Must Be Respected

Moreover, the patriotic American as a law-abiding man must respect the equal rights of all his fellow citizens, his inferiors and his superiors in character and in talents no less than his equals, and not attempt to submerge them under the false doctrine that all men are created equal in all things. The dogma of the Declaration of Independence has doubtless served a useful purpose when wisely used in awakening and strengthening the emotions of political democracy, but also it has done much mischief when mis-used.

By demagogues and their mentally indolent followers it has been perverted into the shibboleth that all men are created equal, not only in political rights, but also in political capacity, which is not true. Thomas Paine's phrasing is accurate, and should have been used in the declaration:

"Men are born and always continue free and equal in respect of their rights." The perversion of the doctrine with which we are familiar has worked out practically in political antagonism to men exceptionally qualified by character, talents and education for public service, and to the benefit of ignorant and vicious office-seekers who have played upon the alleged democracy of rotation in office, and the distribution of spoils to partisan victors. This sort of thing is not Americanism, and should be fought uncompromisingly by all Americans who believe in character and political ability. Instead of a perverse dogma of capacity-equality we need to stress the importance of equality of obligation, of duty and of service.

"Must Be Tolerant"

The American patriot, we need not argue, must be tolerant. Americans are of many origins. Americans have welcomed every nationality and creed, and they will continue to welcome: but this means among other things that those who are welcomed must be tolerant and show a decent regard for the opinions and the institutions of those who welcome them.

And, finally, the American patriot must speak the English language. That language we are going to have taught in every public school of the United States. Other languages may supplement English, but no other will be permitted to substitute for it.

Only One Way to Make Good Citizens

In citizenship, as in patriotism, we have tried experiments and we know that there is only one way to make a good citizen. He must be interested in the everyday life and in the good name of his local community. It is a thing to be thankful for that we have awakened to the importance of community spirit and community welfare, but we need to go further in effort than we have yet gone even under the enthusiasm of war.

Boosting is a good thing, but it isn't the only thing. Going over the top in raising funds is a good thing, but a number of other good things also are necessary. Community spirit must manifest itself as well as responsibility for maintaining decent and wholesome conditions. If we expect to have good citizenship, the American slum must go. It must manifest itself in helpfulness.

We can't let returning soldiers or incoming aliens wander about looking for jobs, unobserved, unencouraged, unassisted, and sinking into disorderly habits. It must manifest itself in serious educational effort. Our schools are better than they were; they must be made immensely better than they are. Community spirit must manifest itself also and, perhaps, above all, in a much more serious attention than has been given hitherto to aesthetic and intellectual matters.

Americans Need Discipline

To make Americans self-reliant, decent and neighborly we have relied hitherto on the home, the church and the school. Today a large part of the American population is wholly unstimulated and wholly undisciplined by home influences, and unreached by the church. Apparently one of the imperative duties of the school is either to rebuild the home, if it can, or to takes over its moral, as it long since took over its intellectual, functions.

Lax Influences

Have we now inventoried the qualifications of the American that we wish to see developed in America by our Americanism? Surely not!

The American and the Americanism that so far we have described are practical and moral, and so far good, but the actual American as we know him does not stop here. The actual American as we know him, and as Kipling with penetrating insight saw and portrayed him, is a creature of startling contrasts. In one breath he glories in his practicality and in another in what he is pleased to regard as his idealism.

Now it is precisely this idealism of the American that should be scrutinized and anaylzed when we undertake to say what Americanism we want.

We Have Had Too Much Voluble, Voluminous Rhetorical Political Idealism

We have had in America rather too much idealism of various kinds that should go into the discard with undesirable citizens. We have had a great deal of impracticable idealism, crazy schemes in religion, in finance and in politics. We have had in our political life and elsewhere a voluble and voluminous rhetorical idealism, and in our religious, educational and philanthropic life we have had, I say it with profound regret, humiliating instances of commercialized idealism, or uplifting for hire. For the rest, our idealism has been almost wholly a moral idealism, too often richer in zeal than in wisdom. What we have not had too much of and what we now above all things need is that intellectual or intellectualized idealism without which no people, however energetic, however resourceful, can attain true distinction as creators of civilization.

Intellectual idealism is identical with that spirituality of mind, spirituality in the French rather than the English meaning of the word, which is not supernatural nor mystical but psychologically concrete. It is a certain sensitiveness to the finer values of life. These include intellectual sincerity, a fearless outlook upon truth, intellectual clarity, and taste, which I think is best described as distaste for vulgarity, distortion, exaggeration and brag.

This sensitiveness to things beautiful and of good report is a product of the intellectual life, its standards and its self-criticism. It presupposes in the population an admiration for intellect, respect for it and deference to it. In these matters France is pre-em-

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inent among the civilizations of the world. This is why we look to her for standards of taste and criticism, knowing that we may expect of her undying fidelity to them in an age which cares overmuch for excitements and sensations.

A New Liberty

But the intellectual life is itself a product. It thrives only under peculiar conditions, and one of the indispensable conditions is freedom. The intellectual life can prosper only where liberty of conscience and of thinking are cherished. It has seemed to some among us that of late our American life has drifted too strongly toward paternalism. Possibly this drift has been caused in part by the inconvenience and dangers of social disorder and anarchistic propaganda. But let us not in our war upon these perils forget that, while they may violently destroy, paternalism will inevitably stifle and in time will kill all spontaneity and outreaching of the human intellect.

Americanism Should Produce Practical, Self-Reliant Men and Women

Americanism then at last comes down to this. We want an Americanism that will produce men and women that are not only self-reliant in the practical sense, but but who also are self-reliant, strong, outreaching, fearless, creative in the spiritual sense, and such men and women can live and do their part in the world if we have a particular kind of law and a particular kind of liberty, a liberty-making law and a law-abiding liberty. Like the Pilgrims and the Puritans who created our institutions, like the patriots who made us an independent nation, like the men who saved and consolidated our Union, and like the men who now have given their lives to save the whole fabrics of civilization, we must continue to make and to safeguard such law and such liberty.

EXHIBIT AT MERCHANTS' AND MANUFACTURERS' EXCHANGE

About two weeks ago when the announcement of the prospectus of the International Hardware and Housefurnishing Exchange was made, it caused considerable comment in all branches of the hardware and housefurnishing industries. At once hundreds of inquiries began to pour in to the management requesting detailed information relative to securing space. This new venture is a part of the gigantic plan to make Grand Central Palace, at Lexington avenue, from 45th to 46th streets, New York City, a great world commerce mart, and the venture already has made American and foreign industries sit up and take notice.

Grand Central Palace, the largest exposition building in the world, during the war was used as an army hospital and it has just been turned over to the lessees of the building, the Merchants' & Manufacturers' Exchange. It will undergo remodeling throughout its entire fourteen spacious floors, each of which has an area of approximately 50,000 square feet. Each of the eight upper floors will be used for permanent expositions and the four lower stories will be used for short-period exhibitions of the sort that made the building famous in the days before the war.

It is planned to open the various permanent expositions as fast as their organizations and the reconstruction of the building will permit and the hardware display is scheduled for October 15. Indications are that this exhibit will be a most complete and thoroughly representative one and visiting dealers and buyers from various cities in the United States, as well as the hosts who will come from foreign countries will see under one roof a layout that is in every respect worth while.

Every effort will be put forth by the Merchants' & Manufacturers' Exchange to make the new proposition attractive to traveling representatives and buyers. This of course applies not only to the hardware display, but to all of the expositions in the building. Visitors will be able to make themselves at home at this great headquarters and find conveniences and facilities for meeting merchants and others not offered anywhere.

PEXTO NOW A "CENTURY PLANT"

The real origin of the name "monkey wrench" has come to be almost as perplexing a question as "How old is Ann?" due to a confliction of stories, and there is considerable mystery in a general way as to how many other tools and articles of hardware arrived at their modern state of perfection for the work they are supposed to do.

Much of this mystery will be dissipated on August 29 and 30, when the elaborate hardware exhibition of the Peck, Stow & Wilcox Co., manufacturers of the well-known "Pexto" brand of hardware at Southington, Conn., New York City and Cleveland, Ohio, is opened at the company's oldest and largest plant at Southington, Conn.

The exhibition will be conducted in connection with the company's celebration of its 100th anniversary in the hardware business, which started with "Peck's Patent," consisting of Seth Peck's invention of a tin-folding machine in 1819. From this modest beginning grew the business which has made the "Pexto" brand of tool a familiar and well-known article of trade in every country in the civilized world.

The Peck, Stow & Wilcox Co., at the same time, will present to the town of Southington, Conn., a soldier memorial, consisting of a flag pole with a stone and bronze base, on which the names of Southington's soldiers of the great world war, the Spanish-American, Civil, Mexican and Revolutionary Wars and the War of 1812, will be cast in bronze.

This presentation will form the basis of a huge town celebration on the same dates in Southington, at which the principal speakers are scheduled to be Secretary of War Newton D. Baker, Governor James M. Cox, of Ohio, and Governor Holcomb, of Connecticut. Governor Holcomb heads the executive committee in charge of the town celebration and elaborate plans for the celebration already are well under way.

The tool exhibit will be displayed in the Peck, Stow & Wilcox Co.'s new plant addition and will consist of tools of every description and show some of the earliest samples of each, some of them being 100 years old. Each tool will be shown in the various stages of its development to its present state of efficiency by old models so far as those models were procurable. Already a remarkable array of these old tools of varying ages have been secured.

The industrial history of the state of Connecticut and of the town of Southington will be depicted in a big pageant which precedes a big military parade on the second day of the celebration. The first day will be devoted to a program incidental to a gigantic community picnic for which a number of spectacular events have been planned. It is expected that the big outing will attract people from all over the State of Connecticut.

TRADE WINNERS

The man who deals in sunshine,
Is the one who gets the crowds;
He transacts a lot more business
Than the one who peddles clouds;
And the salesman who's a frowner
Will be beaten by a mile
If the man at the next counter
Meets his patrons with a smile.

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Practical Pointers for Young Business Men

Practical Jokes Seldom Win Business or Friends

THERE are jokes and jokes. Some are genuinely funny and of a nature to be enjoyed by everyone. This sort of a joke has no sting in its tail, and it does not make enemies, but some people have an idea that being humorous is to do or say something which will make the other person feel uncomfortable.

They call it "Getting a joke on the other fellow." In that case it is not to be wondered at that a feeling of resentment lingers behind, and resentment sooner or later expresses itself in dislike, a desire for retaliation, or actual avoidance.

In business life a man must have friends, or at least those who feel friendly toward him or his establishment. It is remarkable how quickly a prejudice grows! The man who advertised for help for his store, and who added facetiously that "no one without brains need apply," thought he was being funny, and that it was a good joke, but as a matter of fact, several individuals who would have been valuable assistants would not go near a man as sharp-tongued as they concluded this one would be, and so his joke reacted upon his own head, although he doesn't know it to this day.

"A little nonsense now and then, is relished by the wisest men." We must all have something to amuse and lighten the day's routine of heavy responsibilities, but fun ceases to be fun, and a joke ceases to be a joke, when it gives pain to someone else.

The man in business cannot afford to make enemies deliberately. There will be those who will take offense for various reasons, some just and some unjust, but kindliness of speech and a due consideration for the feelings of others, should govern every right-minded, normal individual.

Then we must not forget that our idea of humor may be quite different from that of someone else, so it is not always safe to joke even harmlessly with people unless we know them.

A man who in the course of his business career had made a number of enemies on account of his stand in regard to an important local issue, thought to win a number of them over by seizing any and every opportunity to make jokes at their expense. He was somewhat in demand as a public speaker at community affairs, and he was always referring to these people as insurgents and rebels. He did it with a smile and a grimace that was funny, but in the end he had twice as many enemies as he started out with, because each one of the originals had friends and champions.

The man who is dependent on the public for his livelihood should avoid giving offense, although there is no reason why he should not be honest and sincere in any and every stand he takes. The public, however, will give him credit for sincerity but not for flippancy.

TEXAS LAWS FAVOR CATALOG HOUSES

The Attorney-General of Texas has held that hardware dealers in Texas who make a practice of "renting" pistols for a period of 99 years are subject to the payment of a 50 per cent gross receipt tax as dealers in pistols.

In accordance with that ruling the Comptroller's department is demanding this tax from dealers throughout the state. This covers all business done since the enactment of the law in 1907, and it is expected that thousands of dollars will be collected.

And, incidentally, the retailing of pistols in Texas will practically come to an end, for the tax does not apply to pistols sold in the state by foreign mail-order concerns, and dealers cannot meet out-of-state prices.

An attempt at the last session of the legislature to have this law repealed failed, and the only recourse left the dealers are the courts. The law has not been tried in the courts yet, but it is expected that new developments will bring a test case soon.

Supporters of the law contended that the display of pistols for sale have a bad influence over youths of the state.

NEW YORK TO LONDON IN TWO DAYS!

This is not the product of a vivid imagination. Nor is it an excerpt from the writings of H. G. Wells or Jules Verne. In the very near future—much nearer than most of us realize—aerial greyhounds will be in regular service between New York and London. The huge dirigibles will be 800 to 1,000 feet long, several hundred feet in diameter, equipped with over 1,000 horsepower and capable of carrying 140 passengers on one trip. The fare will be less than $250.00. All of which is contained in the specifications and blueprints of one of the leading corporations of the world—a British organization which has made everything from a machine gun to a battleship.

Little leaks are what sink a ship or a business, and likewise little things are of the utmost importance in the building of a ship or a business. He who despises small things will never accomplish large ones.

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Pushing Auto Supplies for Camping

Successful Methods of Western Merchants

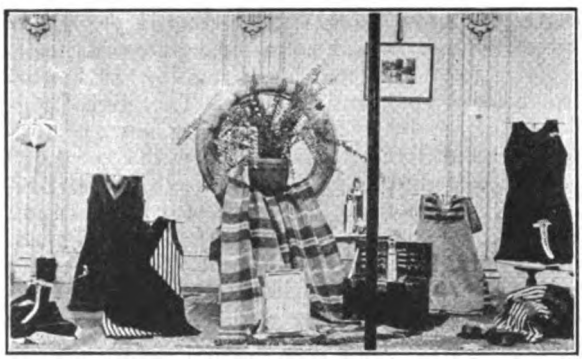
THIS is the season when auto accessories and camp supplies can be advertised in conjunction very successfully. It is the ideal way of making the trip, since it eliminates the tiresome transfer of baggage, and if the idea is adroitly suggested, many auto owners who had not considered it previously could be brought to see the pleasures and comforts of such a trip, and the benefits of a sojourn in the wilds. The first thing, then, is to interest the auto owner.

A Successful Merchant's Way

One of the large hardware stores in the great Northwest recently planned a special campaign along these lines. Early in the season they had scouts out in all directions, seeking the best and most picturesque camping spots, and then they compiled a little booklet stating in a few words the advantages of each. They drew a large map of the state, and divided it into zones, with red lines.

These zones indicated the spots that could be conveniently reached in one, two and three days—thus assisting the camper to make up his mind, and gauge his camping ground by the amount of time he had at his disposal. They gained all possible information regarding the natural beauties of each section, the best fishing streams, the game to be found, and the accessibility of cross roads stores for getting supplies. All this information was carefully tabulated, and one of the salesmen was assigned to familiarize himself with the various details, and all prospective campers were requested to consult him freely.

When fully primed with woodland lore, an ad was inserted in the papers, adorned with the cut of an auto party, with trailer:



Here is an attractive display for any merchant that sells tires. True, only one tire is shown, but even if you don't sell the "accessories" shown in the display, you can borrow such goods from merchants who do, who will be glad of the opportunity of utilizing your window to display their goods, besides it will add to the attractiveness of your display.

> OFF TO THE WOODS ON A DELIGHTFUL CAMPING TRIP
>
> Mr. Business Man, Mrs. Housewife, and all the Little Kiddies:
>
> Have you ever considered the delightful freedom that may be attained these sultry days by leaving behind the dust and noise of the city and seeking the coolness and quiet of the forest?
>
> You often longed for a gypsy life, and now the opportunity is at hand. Just pack your camping paraphernalia into the family auto, and speed away into the wildwood. You will have the best of the gipsies, too, for in your auto you can travel further afield, and can pack all your requirements far more successfully, and enjoy countless little luxuries unknown to the original nomads.
>
> Of course you want to be thoroughly equipped before you start, so we suggest that you call at
>
> HARDEMANN BROS.
>
> and look over the complete stock of auto supplies and accessories, and all the comforts and conveniences of camp life. See if you do not need some of these:

Below they quoted prices on a large list of auto supplies, and, in a second column all sorts of camping necessities.

Having thus made a general appeal, they went over their books and picked out all customers who had purchased auto supplies of any kind during the previous year, and sent them a short letter:

> Dear Mr. Blank: If you are contemplating a camping trip, or even a brief sojourn in the wilds, you will want to be sure that your auto is completely equipped, and that you have all the little accessories that make such an outing delightful.
>
> Have you a thermos bottle, an auto lunch kit, a complete bag of tools? And is your fishing tackle in shape, your stock of ammunition complete? And above all, you want clothes that are comfortable and convenient. Come in—bring your family—and let us show you our camping and hiking togs.
>
> Consult our Mr. Andrews. He will tell you all the best camping grounds in the state, how to get there, what can be seen, what game found and where is the nearest base of supplies.
>
> Drop in and have a friendly chat with us—look over our big line, and you will surely find something that you lack—something that will give the finishing touch to a delightful communion with nature. Yours, for summer sport,
>
> HARDEMANN BROS.

July and August being the dull season, when the full force of clerks was seldom kept busy, Andrews, the outdoor expert, was released from his duties in the store, and made an outside canvasser. An auto was fitted up, with trailer attached, and in it was packed com-

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Sure Brake Smooth Action Extra Long Wear

IF your Ford hasn't a sure brake—if it stutters and and jumps in starting and changing—you can *get* sureness, smoothness, and longer wear in

Advance Cork Insert Transmission-Brake Lining for Ford Cars

$3.00 per set of 3
Rockies West $3.25
Canadian Price, $4.50

CORK ADVANCE INSERT

It is a real pleasure to start and stop with Advance Cork Insert on the car. The jerking and stuttering disappear.

You quit worrying about your brake. You *know* the car will stop where and when you want it to. Down the hills Advance Cork Insert gives positive and easy control. No strain on the car or your nerves. Advance Cork Insert Linings will keep your Ford on its best behavior to the very last mile of its long service.

Advance Cork Insert Linings are sold in a distinctive red and black package and on it the name "Advance Cork Insert" shows good and big.

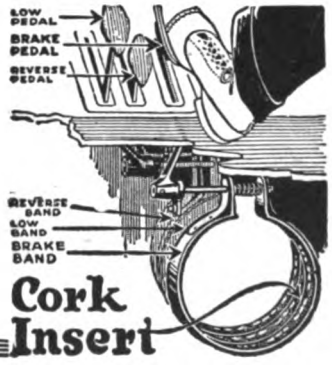
Be sure and get
Advance Cork Insert Linings

Your garageman or repairman sells and installs Advance Cork Insert Ltnings. All wholesale houses handle them.

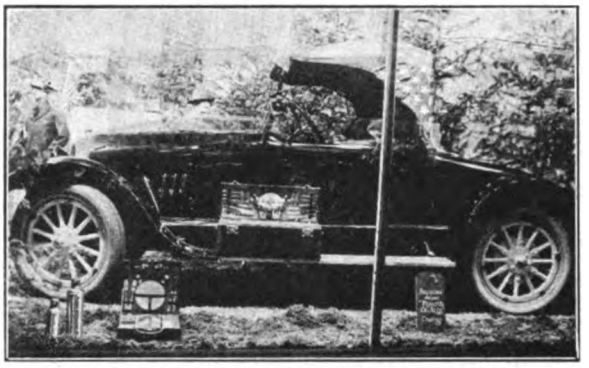
Advance Automobile Accessories Corporation, 56 E. Randolph St.

Department-H-83 **CHICAGO**

How it Works



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The Bon Marche Co., of Seattle, Wash., a large department store selling hardware, house furnishings and auto accessories, who are typical of many institutions where the HARDWARE WORLD is regularly read, know how to feature auto accessories as a portion of the camping equipment. There are suggestions here that every merchant could well follow.

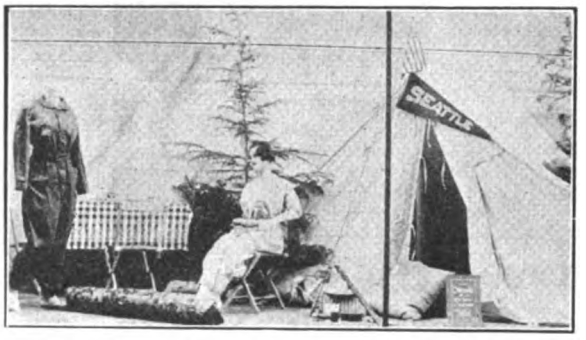
plete equipment for a week in the woods. Large signs were placed on the sides:

> TAKE AN AUTO CAMPING TRIP
> Let us tell you where to go and how to get there. Let us tell you what you need on such a trip. Information cheerfully given.

This was driven through the principal business and residence streets, and frequent stops made in different localities in order to allow people to congregate and ask questions. Andrews, who was in charge, was on hand to answer all questions, and to hand out printed slips giving the name and address of the firm, and quotations on all kinds of auto accessories and sporting goods. Three days in the week was devoted to this canvassing, and the other three were spent in a camp fitted up by the company a few hours' ride from the city.

Each week one or more of the clerks was taken with him into the country—and thus they all gained first-hand knowledge of the necessities of camping life and could talk them over more intelligently with customers. Some of the trade was likewise taken on these outings—and naturally each became a booster for the firm and the delights of an auto camping trip.

Of course in conducting such a campaign the windows must receive careful consideration, for they are seen by hundreds who scarcely ever read the printed ads.



Here is a wonderfully attractive camping display, which merchants can utilize to advantage. Even if you do not sell all the lines shown in the photograph, as many hardware merchants do, you can get the balance of the accessories from neighboring merchants.

One of the Snappiest

A window that nearly blocked the traffic in Seattle, Wash., was arranged by the auto supply department of the Bon Marche. Filling the large part of their big corner window was a bright new auto, supplied through the courtesy of one of the local auto dealers. On the running board was an open auto kit, and another case was set on the moss that covered the floor. Thermos bottles were scattered about, and in the auto was a woman and child, both in leather motoring coats. A background of trees and shrubs completed the fascinating picture.

Another window arranged by this firm showed a camp in the woods, and featured over-alls for women campers. A big tent was topped by a flag and Seattle pennant, and grouped about were camp supplies of all kinds. Two different styles of suits were shown—the first a one-piece suit of khaki, and the other, the equally comfortable, but more sightly, checked sleeveless over-alls.

The Fraser-Paterson Co. was another firm that featured auto supplies and sport goods—the latter taking the form of bathing suits and accessories. On a pedestal was an auto tire, through which was flung a heavy auto robe and on which was placed a potted fern. On a table was a thermos bottle, and at the base an open auto kit.

TIRE DRIVEN THROUGH HARDWOOD FLOOR

Automobile tires are often called upon to perform many unusual stunts for which they were never intended, and suffer more abuse and neglect than any other part of a car, but it is doubtful if a tire has ever been required to complete a performance such as one that has been reported from Melbourne, Australia. In a recent fire in a chocolate factory in that city a number of cars standing in an adjoining garage were overwhelmed in the fall of a brick wall. So sudden and terrific was the impact in this instance, that an automobile wheel upon which was mounted a tire, was forced through a hardwood floor, without damage to the tire. Upon examination the tire was found to contain an air pressure of 70 pounds.

Don't make a mistake by trying to correct the mistake of a friend.

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Diamond
SQUEEGEE TREAD TIRES



WITHOUT extra overhead expense, without added sales force and with but a small investment, hardware dealers, everywhere, pile up more profits by merely displaying DIAMOND TIRES.

You too will realize rich profits on DIAMONDS. Your turn-over will be so rapid and your jobber will supply you so quickly that you will never have your money tied up.

Diamond Tires are now sold on the new mileage adjustment basis—Fabric Tires, 6,000 Miles; Cord Tires, 8,000 Miles. This applies to all tires in hands of dealers and users.

Over 2,000,000 "DIAMONDS" in use. Write us or your jobber.

THE DIAMOND RUBBER CO.
AKRON, OHIO

401 Mission Street,
San Francisco

Cut Your Tire Upkeep *with a* Diamond

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GOOD AUTO BRAKES MEAN ROAD SAFETY

(By H. Clifford Brokaw)

It matters not how good the engine may be under the auto hood, if you haven't a means of stopping the car you are liable to meet with trouble. I have always contended that the brakes are a more important part of the automobile than the engine. If there were no engine, one could not start the car and get into a mess. But with an engine to start and nothing to stop it, there would be almost the surety of a wreck and probable loss of life.

Each car is provided with two sets of brakes and some have more. The emergency brake, as it is called, consists of a brake band operating within a drum on each rear wheel, and connected by suitable linkage to a lever, which is provided with a ratchet and pawl, so that the brake may be set and held there. It is intended that this brake shall be used primarily for holding the car at a standstill after it has been stopped, and it is used as an emergency brake only in case of mishap to the other brake, or on long hills, where it is desirable to alternate between the two sets.

The running brake, or service brake, is operated by a pedal and is equipped with a spring to automatically release the brake when pressure on the pedal is removed. This brake may be a single band engaging a drum on the propeller shaft or a pair of bands operating on drums on the rear wheels—the same drum within which the emergency brake operates. The propeller shaft type gives greater braking power, because of the leverage obtained through the gearing engagement of the rear axle, and being on a separate drum there is less likelihood of heating the drums on hills. It has the disadvantage of putting a severe strain upon the rear axle gears, with consequent wear.

The brakes should be kept in such a condition that either pair will stop the car quickly; it is very unwise to allow one set to remain out of order.

When two brake bands are used in a set each band should hold equally or it will allow one wheel to slip. To obtain this result the pedal and lever operate through equalizing bars, with linkage running from pedal or lever to the middle of the equalizing bar and from each end of the bar to the brake bands. When the bar sets straight across the car the bands should set with equal force on the drums when braking.

Inspect Your Brakes

Brake bands are lined with some non-burning friction material, usually an asbestos material, which is fastened to the steel bands by copper rivets sunk deep into the lining, so that the heads do not come in contact with the drum. When the linings become worn and the rivets scrape on the drum they score it, leaving shallow grooves. In this condition there is not sufficient surface to give the lining a good grip and the brake slips. Scored drums must be removed and be turned true in a lathe to give a smooth surface for the best braking power.

It is also important that the lining be renewed when worn thin enough for the rivets to touch the drum. This should be done at the service station, if that is convenient, but linings of the proper dimensions for each car may be had at a supply station and a little common sense will enable anyone to make the replacements. Get the proper size rivets with the lining and remember that the heads must be sunk deep in the lining.

The particular reason for alternating the brakes on long hills is that either applied solely will heat and this will wear the lining excessively, because, while it does not burn, it does char and crumble. Alternating, the brakes keep down the temperature. A smoking brake is a sure sign that the other brake should be used.

On some cars oil will work from the differential case through the axle housing and on to the brake, causing the latter to slip. This is caused either by putting too much oil in the differential case or using too light an oil. If remedying these conditions does not end the trouble, it may be necessary to put special felt washers in the axle housing to prevent the leakage. When the brake becomes oily in this way it is necessary to wash out the drum and band with gasoline very fully. This is one place on a car where lubrication is undesirable.

But every other place on the brakes and linkage where there is motion should be lubricated regularly and be kept clean. Follow the manufacturer's instructions as to this, as each car is slightly different. When the wearing surfaces are worn so that there is appreciable play, renewals are desirable. The clevises and pins may be replaced for a few cents, and one cannot afford to neglect them, for if thin there might be a break instead of a brake at an emergent time.

To adjust the brakes jack up the rear wheels and set the emergency lever at the notch where it is just possible to turn one of the wheels by hand. Then turn the adjusting part on the other side until that wheel is held as firmly as the other. Then have the pedal pressed and adjust the bands the same. There is usually a turn-buckle just in front of the band, which may be tightened or loosened as desired. In some cases there is no turnbuckle, and adjustment is made by removing the pin from the clevis, which turns on a thread to shorten or lengthen the adjustment.

If the pedal hits the floor board and does not give sufficient force to the brake, take up the floor and adjust the linkage just back of the pedal, by clevis or turnbuckle movement.

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Through—
Asbestos
and its allied products
JOHNS-MANVILLE
Serves in Conservation
Heat Insulations, High Temperature Cements, Asbestos Roofings, Packings, Brake Linings, Fire Prevention Products

JOHNS-MANVILLE FIRE EXTINGUISHER



Sold Only Through Regular Trade Channels

THE Johns-Manville Fire Extinguisher is sold exclusively through the regular channels of recognized jobber and legitimate dealer.

It has paid us to do this

During the last few years, the good-will of the automobile trade has grown to be worth millions of dollars to us. We do not intend to make any change in the method of marketing the Johns-Manville Fire Extinguisher which will in any way affect our status with this trade.

An indispensable accessory for motor cars

Because its mere presence results in a material reduction in insurance premiums; because Johns-Manville Fire Extinguisher Fluid means absolute death to incipient gasoline or oil blazes; because of the "dead-shot" accuracy with which the stream can be aimed—every motor car owner is a prospect.

"Can be operated by anybody, in any position, anywhere"

Ask your jobber

He knows how good the Johns-Manville Fire Extinguisher is to sell and to use. Ask him how high we stand in the fire extinguisher field, and how well we are able to back up our protective trade policy.

Ask him; he knows!

The Johns-Manville Fire Extinguisher is examined, approved and labeled by the Underwriters' Laboratories, Inc., under the direction of the National Board of Fire Underwriters. This entitles automobile owners to 15% reduction in automobile fire insurance.

Price in the U. S. East of Colorado, $10; Colorado and West, $10.50. Dominion of Canada: East of Calgary, $12; Calgary and West, $12.50.

H. W. JOHNS-MANVILLE CO.
New York City
10 Factories—Branches in 63 Large Cities

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Keep the linkage clean and well oiled, keep the lining renewed and inspect these out of the way but important things occasionally and you will have brakes that brake. This is important in city driving, particularly where frequent and sudden stops are necessary in traffic.

THINK AGAIN ABOUT THIS

If there lingers in your mind any idea that "small sales" are not worth looking after, investigate the aggregate of business done by the five-and-ten-cent stores.

Well Known Supplies for Fords at Cut Prices



$9.85

Stewart Cowl Board with Stewart Speedometer for Fords

A speedometer is worth its price for checking up the mileage you receive from gasoline and tires. This Stewart Cowl Board with speedometer is beautiful in appearance and one of the handiest articles you can put on your car. The speedometer is Stewart magnetic type with neat flange—registers speed up to 60 miles per hour—has season and trip registers. The handsomely enameled wood cowl board makes your car look better and furnishes a convenient place for a clock or electric light. Fits 1916-17-18-19 Ford touring and roadster models. Outfit includes Speedometer, Cowl Board and all driving equipment. Ship. wt., about 18 lbs.

6IM2226—Sale Price Complete Outfit.....$9.85



Peerless Honeycomb Radiator for Fords

$26.35

The Honeycomb feature of this radiator adds greatly to the radiation surface so essential in keeping your engine cool. The exceptional construction of this radiator allows it to expand so there is no damage caused by freezing and crystallization. The improved circulation will mean a better running Ford. Shell is stamped steel, beautifully black enameled. Core is constructed of brass. Fits all cowl dash models. Small illustration shows construction. Ship. wt., 50 pounds.

6IM2663—Sale Price, Each.....$26.35

Radiator for 1916 and Older Fords

Has the same honeycomb features as radiator shown above but the shape is like the radiator originally on the car. Finished entirely in black enamel. Ship wt., 40 lbs.

6IM2664—Sale Price, each.....$26.35



58c

Muffler Cutout Outfit

Aids in testing motor as each explosion is distinct. Helpful for hill climbing and hard pulls, as back pressure is eliminated. Attached by cutting V shaped hole in exhaust pipe without removing pipe. Considering the advantages of having a cutout, no Ford owner should pass up this outfit at our bargain price. Furnished complete with cutout valve, lock pedal, cable, pulley and spring. Ship. wt., about 3 lbs.

6IM1140—Sale Price of Outfit.....58c



59c

Foot Accelerator

A Big Help For Ford Drivers

This accelerator is a great help as the hands are free for driving and handling of emergency lever. Relieves the driver of constantly moving the right hand to reach throttle lever. It does not in any way interfere with the action of the regular hand throttle. Just set hand throttle at certain speed—then if you want more speed or power touch the accelerator with your foot and you can go as fast as you desire. Removing the foot gives original speed. Nearly every other make of car on the market is equipped with an accelerator. Put this one on your Ford at this Bargain Price. Quickly and easily attached. Furnished complete. Ship. wt., 1½ lbs.

6IM1142—Sale Price, each, (for Fords)...59c

Transmission Brake Lining

60c



When your Ford begins jumping and bucking every time you start or stop, it's time to look at the **Transmission linings**—low speed, reverse and foot brake. Our lining contains no wire to affect the magneto. It is composed almost wholly of long fibre material, thoroughly impregnated with a compound, making it impervious to action of oil, grease, water, dirt, gasoline or heat. Box contains three pieces of lining and brass rivets for attaching. Ship. wt., 1 lb.

6IM2468—Sale Price, per set of three....60c

A BIG BARGAIN for Ford Owners

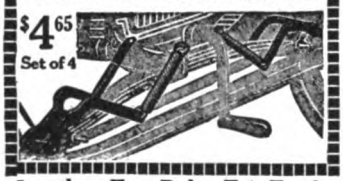
Your Ford Needs shock absorbers. You will never get the full measure of comfort from your car until you put them on. Have you ever noticed how much smoother Fords ride when carrying four or five passengers—well yours will ride smoother than you ever expected it could, after putting on these **Double Arm Shock Absorbers.** No more sitting up straight when you see bumps ahead just rest yourself in the cushions for the jolt and jar is stopped by the Shock Absorbers. You will be able to drive over rough roads 5 to 8 miles an hour faster without the usual bouncing.

Double Arm Shock Absorbers

These Absorbers work easily and quickly even when your wheels hit a small bump that would scarcely move the stiff regular springs. A study of the illustration below will show how the coil springs furnish a cushion at each corner of the car right at the wheels where the blow is hardest. The side arms are made of steel and are so strong they will hold heavy loads. The eight coil springs are very flexible making your Ford fairly "float" over the rough spots instead of bouncing up and down. The sooner you put on these **Double Arm Shock Absorbers** the more comfort and pleasure you will have from your Ford. **Take advantage of this special Mid-Summer Sale Price Now.** Ship. wt. set of 4 about 18 lbs.

6IM2401—For Touring, Sale Price Set of 4 ..$4.65

6IM2402—For Roadster, Sale Price, Set of 4 $4.65



$4.65 Set of 4

Leather Fan Belts For Fords

31c

6IM1138



Here is a strong leather fan belt that will give exceptionally good service. Made of oak tanned leather, triple sewed with a lock stitch which absolutely prevents unraveling. Endless style. Specially treated so not affected by oil, heat or water. Ship. wt., about 6 ounces.

6IM1138—For 1916 and older models. Sale Price, each.....31c

6IM1139—For 1917-18-19 models, Sale Price, each.....34c



45c

Anti-Draft Shield Keeps out Rain and Wind

It closes up the space between the windshield and the top stopping the disagreeable splattering of rain on passengers. A great improvement over your present equipment. Made of durable heavy rubber coated auto cloth. Complete with fastenings which permit it being put on or removed from windshield in a jiffy. Does not interefere with use of windshield cleaner. Ship. wt., 1 pound.

6IM1125—Mid-Summer Sale Price, each.....45c

Champion X Spark Plugs

53c



Sale Price

This plug is just like the Champion X's that were in your Ford when it came from the factory. It has been used as standard equipment on all Fords for years. The electrode is a special design and particularly suited to meet the requirements of the Ford Motor. It will also give equally good satisfaction on other makes of cars using a ½-inch standard pipe thread plug. Ship. wt., 4 oz.

6IM2114 — Champion X, Plugs. Sale Price, each.....53c

6IM2115—Porcelains only. Sale Price, each..33c

Rear End Tire Holder for Fords

$3.98



You really need to have a tire carrier so take advantage of this bargain price. For any Model T Ford Car. The tire bracket is heavy malleable iron. Has supporting bracket for holding license pad and lamp in position. No holes to be drilled; simply clamp tire bracket to spring. Straps furnished for holding tires on arms and tire bracket. The tires are supported low enough to permit the exhaust pipe to come within the circle of the tire, preventing damage by smoke and soot. Finished in black enamel. **Suitable for one or two tires.** Ship. wt., 16 pounds.

6IM1906—Mid-Summe. Sale Price, Each....$3.98

Handy Socket Wrench Set for Fords

$1.15



Do Your Own Repairing

This set should be in every Ford tool box. It enables you to quickly tighten nuts that are hard to reach. The sockets fit down tightly over the nuts and bolts preventing slipping which so frequently injures the hands. Seven sockets,—5 hexagon sockets openings ½, ⅜, ⅝, ½, ¾ in., one oval socket which fits main bearing bolt. One spark plug socket which fits Champion X Plugs, and a long handle socket wrench. Finely enameled black. Excellent value. Gives long service. Ship. wt. about 2-¼ lbs.

6IM2459—Midsummer Sale Price.....$1.15

$2.15



Pitter Multiblade Fan Keeps Ford Motor Cool

A cool, even working engine saves oil, repair bills and gasoline. Materially reduces your car expense. Keep your engine cool with this fan. The Pitter Fan positively prevents your Ford from overheating. Draws air from outer ends of blades instead of center, as in all old style fans. It draws air through every square inch of the radiator surface—50 per cent more than the old style fan which draws air through the center of the radiator only. Easy to install. Ship. wt., about 5 lbs.

6IM2674—Sale Price, each.....$2.15

CATALOG HOUSES FEATURING AUTOMOBILE ACCESSORIES

Here is a portion of a page from the catalog of Montgomery Ward & Co., showing their semi-annual midsummer catalog, in which they are featuring cut prices on a variety of goods, including automobile accessories. As will be seen, they are advertising a number of well-known lines of auto accessories at cut prices, which will be of interest to our readers.

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The most profitable plug a dealer can handle

--because your stock is half sold before it is delivered—as proof of this consider the fact that Splitdorf dealers' sales are trebled every year.

More than seven and a half million readers see the story of Splitdorf superiority every week, as it appears in the leading magazines and agricultural publications of the country.

This advertising backed by the wonderful performance of the plug itself, is creating such a big demand that even our enormous facilities are taxed to the utmost to keep apace with it.

You should certainly be getting your share of these profits.

Sales helps in literature, window transparencies, etc., are available through your jobber.

SPLITDORF ELECTRICAL CO.
NEWARK, N. J.

Sumter Division: 1466 Michigan Ave., Chicago

Branch Houses:

Atlanta, 10-12 E. Harris St.
Boston, 68 Brookline Ave.
Chicago, 2613 S. Michigan Ave.
Dallas, 402 S. Ervay St.
Detroit, 1295 Woodward Ave.
Kansas City, 1827 Grand Ave.
Los Angeles, 1215 S. Hope St.
Minneapolis, 816 Hennepin Ave.
Newark, 278 Halsey St.
New York, 7 W. 61st St.
Philadelphia, 210 N. 13th St.
Pittsburgh, 5943 Ellsworth Ave.
San Francisco, 1022 Geary St.
Seattle, 1628 Broadway
Toronto, 469 Yonge St.

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HON. J. M. CAMPBELL, PRESIDENT NATIONAL RETAIL HARDWARE ASSOCIATION

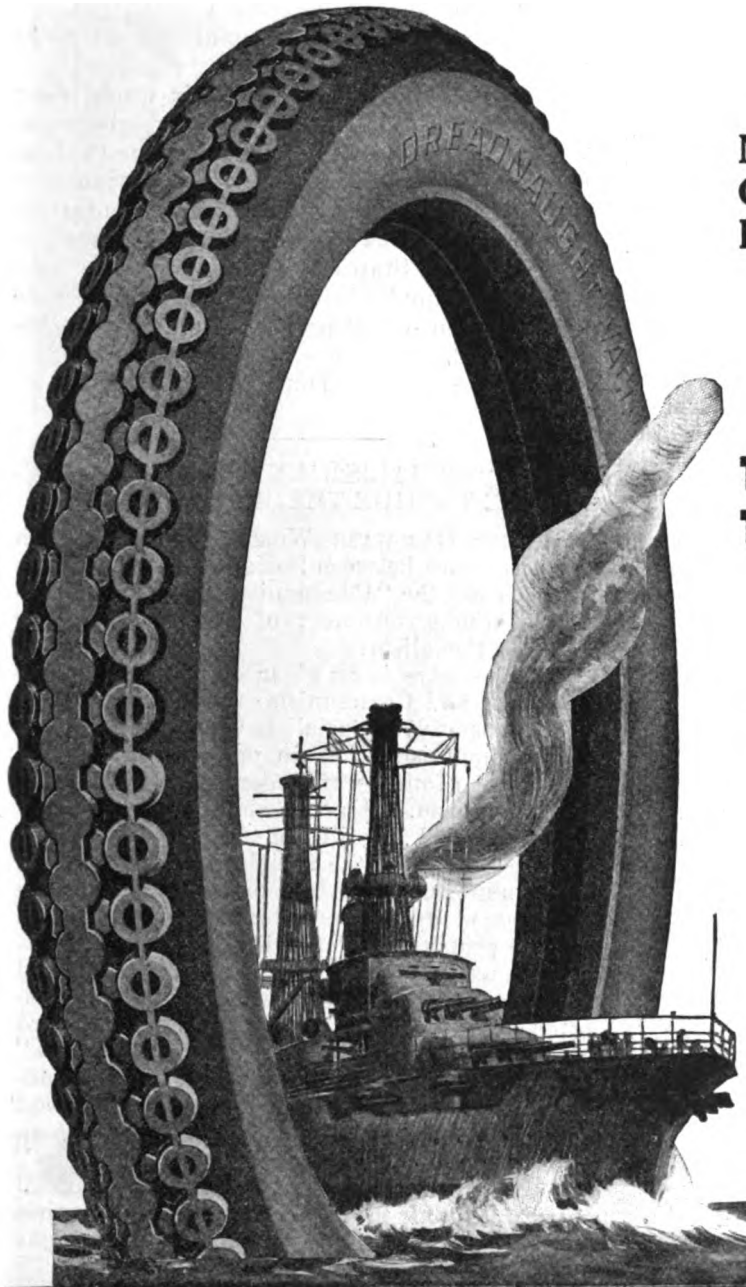
When a man attains the presidency of the National Association, especially such a man as J. M. Campbell, who is descended from a distinguished family, who on more than one occasion have been entitled to have a prefix to their name, we see no reason why the president of the hardware association should not be similarly designated.

He comes from Bowling Green, Pike County, Missouri, famous for its good roads. He has served as president of the Missouri Hardware Association and is the worthy successor of such men as M. D. Hussie, J. R. Gamble, C. T. Woodward, D. F. Barber, E. E. Mitchell, Charles A. Ireland, L. G. Abbott, Sharon E. Jones, Charles Williams and A. T. Stebbins.

The association is to be congratulated upon having men of such character and caliber. Mr. Campbell can be depended upon to do his full duty, to maintain the dignity and do his full share of the work that devolves upon the executive.

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DREADNAUGHT TIRES



Massive *in* Stature
Gigantic *in* Performance
Dogged *in* Endurance

THE DREADNAUGHT TIRE & RUBBER Co
BALTIMORE, MARYLAND

Pacific Coast Distributors;

ARNOTT & CO., Inc.
112 S. Los Angeles St., Los Angeles, Cal.

THE AUTOMOTIVE SUPPLY CO
1558 Broadway, Denver, Colorado

THE P. J. CRONIN CO.
129 First Street, Portland, Oregon

DREADNAUGHT TIRE AGENCY
1200 East Pike Street, Seattle, Wash.

DUNHAM, CARRIGAN & HAYDEN CO.
2 Kansas Street, San Francisco, Cal.

STREVELL-PATERSON HARDWARE CO.
Salt Lake City, Utah

WARE BROTHERS
123 Howard Street, Spokane, Wash.

GUARANTEED 6000 MILES

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FORMER HARDWARE MAN TELLS HOW AUTOMOBILES ARE "SALVAGED" IN FRANCE

Mr. Editor: Having recently been discharged from the service, after having spent over a year in France, in various parts and in various encampments, I feel at liberty to express myself with reference to one or two things I noted. Since my return I have been much interested in reading reports of various officials in Washington as to the "efficiency" and "economy" exercised.

To one who knows from actual observation on the ground, such statements are the height of absurdity.

In fact they are far worse, they are designed not only to mislead and deceive the people who have furnished the funds, but they are absolutely untrue. I cannot help but believe those making them knew such to be a fact, but are making such statements simply to prevent any investigation of their official acts.

I know from actual observation in my own department there were thousands of suits of clothes and thousands of pairs of shoes—no exaggeration, they ran into thousands—that had never been used, never taken out of the original packages, which were "salvaged."

In the ordinary acceptance of the term, that means they are being "junked" and will be sold or destroyed merely as junk, because the officials in charge seem to consider it "too much trouble" to pack it for shipment or attempt to dispose of it; there is too much red tape. Our instructions were to "salvage" these, which is merely a camouflage name for junking them.

How Automobiles Are Salvaged

I know from observation that in certain parts of France there were hundreds and hundreds of American automobiles, never removed from their crates, which were "salvaged."

Here is the way it is done. I saw quite a number of Cadillac 8-cylinder cars, absolutely new, not removed from their crates, being lifted high on derricks and dropped. This is done deliberately, for the purpose of destroying them.

Being a subordinate officer I had no right to protest, but I made inquiry of some of my superior officers as to why this was being done, when they could either be reshipped to the United States, or could be sold in France or to neutral countries, from which there had been many inquiries for them.

I was told these were the instructions from the "higher officials." They were to be "salvaged."

In order to "salvage" them it is necessary that they be damaged, so our reports merely read they were "accidentally" damaged, and in that way we don't have to make out any of the numerous forms that would be required for handling new goods.

This is an example of the War Department's "efficiency," whose head the President said was one of the "most efficient public servants" he had ever known. You cannot deny it certainly is efficiency—efficiency in wasting millions of dollars which the people of the United States have contributed in many ways through taxes, liberty bonds, etc. If such things take place in his department, what can you imagine is taking place in the departments of the inefficient ones, with which the Administration is clogged.

These are two facts I absolutely know to be true.

I don't doubt but the officials would deny this, and say it isn't true, but I have given you the facts. What is true with reference to these two items extends through the whole range of supplies, and is being done in a less ostentatious manner in various parts of France, as well as in the United States in "salvaging" the hundreds and hundreds of products which were purchased out of all proportion to any possible use or need.

Yours truly,
P. D. OLIVER.

WORD "SOCIALISM" MERELY A CAMOUFLAGE TO HIDE THEIR REAL PURPOSE

Editor HARDWARE WORLD: Please explain the difference between Socialism and Communism. Or are the "Communists" who are in control of the government of Bavaria the same thing as Socialists?

Ans.—There is no clear difference between Socialists and Communists; they seem inclined to call themselves Socialists when out of power and Communists when in power. Karl Marx, the German founder of modern Socialism, called it Communism. His "Communist Manifesto," issued in 1848, is still the "Bible"—or, let us say the Koran—of the Socialists. The doctrines of Communism, said Marx in his Manifesto, can be summed up in four words: "Abolition of private property." Naturally this led to crimes.

The word "Communism" fell into such bad repute that "Socialism" was generally substituted for it by its leaders as a camouflage word to conceal its real purpose. For "Socialism" at that time was a word of broad general meaning, applied to any movement or "ism," good or bad, which aimed or pretended to aim at an improvement of society. Even "Communism" had a comparatively harmless meaning, until Marx put into it the sinister and repulsive spirit of German "Kultur"—the principle that might makes right.

Sarcasm is a mighty satisfying weapon to the one who uses it, but it must be used with care or it will make wounds which never heal.

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CAN'T BE WRECKED BY WEIGHTY LOADS OR SEVERE WRENCHES

There's positive security in the strength, pliancy and design of Higgins Quality Springs for replacement. They can't break. They don't wear out. Through all degrees of service they serve faithfully—shield the mechanism of car or truck against road and load shock—give an easy, undiminishing swing of comfort that increases riding pleasure and reduces travel and trucking costs.

Made a new way—and made a better way—no center hole, bolt or hump. No breakage in any section. Marvelous resiliency, endurance and tensile strength acquired through our exclusive process of heat treatment.

Jobbers and Dealers in Replacement Springs

who strive to give their patrons accessories of highest excellence should acquaint themselves with the many excellent selling advantages to be had in the Higgins line.

Particulars and catalog listing Replacement Springs for all makes of automotive vehicles, upon request.

Higgins Spring & Axle Company

Racine Wisconsin

Dept. 841

South American Representative: C. J. P. Lucas, Buenos Aires

HIGGINS QUALITY SPRINGS

for all PASSENGER CARS AND TRUCKS

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PLAIN WORDS ON LEAGUE OF NATIONS

Editor HARDWARE WORLD:

The question of whether or not the United States shall subscribe to the League of Nations is one that concerns every American citizen, every business man, every father, every mother. In fact there are none of our citizens who will not be vitally affected.

Now that the censorship has been removed, and we are enabled to get some information, the matter should be discussed calmly and dispassionately, for it seems to be the opinion of men who have given the matter any study that it means the virtual abandonment of all the principles for which the United States has stood, upon which it is founded, and prospered.

If the United States is to undertake to police the nations of Europe, or else "break their hearts," to abandon her independent position and be willing to submit to the dictates of European nations, it is well for us to know fully and think calmly before definitely committing ourselves.

It is unfortunate that owing to restrictions imposed by the censorship and the withholding of information during the last nine months, there has not been opportunity of giving the facts to the people.

It isn't a question of party, it appears to me, as to whether we should abandon the traditions of our country, and whether we shall subscribe to the principles of Socialism and internationalism, although they be placarded "justice, humanity, brotherhood."

That is an old and familiar propaganda, under which some of the most sinister designs have been presented and later exposed.

We would suggest to every business man that they obtain the facts, and if they are interested in the views of any of the Senators or Representatives, by addressing them at Washington, they may be supplied with the necessary data.

Senator Brandegee, of Connecticut, has come out in a very terse and emphatic manner in expressing his opinion.

I quote from a recent issue of the New York Sun and trust I am not imposing too much on your space in asking publication of it.

Three Critical Epochs

Senator Brandegee's statement follows:

"This country has had three critical epochs.

"First, achieving its independence.

"Second, framing its Constitution.

"Third, preserving the Union under the Constitution.

"We are now confronting the fourth crisis.

"It is: Shall we preserve our independence or surrender it?

"I am an American and nothing else.

"I am a United States Senator and a member of the committee on foreign relations. I have taken an oath to preserve and protect the Constitution of the United States and, so help me God, I am going to do it.

"I thoroughly realize the responsibility which rests upon me.

"I propose to use the best judgment that God has given me, without fear or favor.

"The so-called covenant for a League of Nations which by the executive has been made Article X of the peace treaty is, in my opinion, a hideous monstrosity.

"I shall never vote for it until hell freezes over, and I think that event is probably somewhat remote. I am not to be buncoed by any oleaginous lingo about 'humanity' or 'men everywhere' or 'pooling the naval forces of the world' or 'a new day has dawned' or 'the hope of the world, or 'the voices in the air' or somebody's interpretation of the 'cries of the populace' as he motors down the Champs Elysees.

"I am for upholding the American flag and not for hauling it down; I am for the Stars and Stripes and not for the milk-white flag of neutrality or internationalism; I am for the America of George Washington, Alexander Hamilton and Thomas Jefferson, James Madison, James Monroe, Ulysses S. Grant, Grover Cleveland and Theodore Roosevelt.

"I believe America can best serve humanity by minding its own business and deciding its course in every future complication by the will of its own electors at the time the emergency arises.

"I am not ready to cast this country into a witches' cauldron of dragons' teeth and international complications. Europe, Asia and Africa have their own Pandora's box of troubles. Why should we precipitate our people into them?

"Are we to tax our people, conscript our boys and fight the battles of the world for all time to please somebody's 'ideals'? Not on your life.

"I do not come from Missouri, but I have got to be shown. The international bankers cannot show me. The maudlin sentimentalists cannot show me. The poor, deluded clergymen who are always for virtue in the abstract, but fail to recognize vice in the concrete, cannot show me. The college professor who mistakes the eructations of an acid stomach for the birth of a great purpose cannot show me.

Would Confirm Peace Quickly

"I am utterly opposed to the whole contraption of a League of Nations and I am in favor of confirming peace at the earliest moment. Some people write me that we ought not to be partisans on this question. I agree. This is a matter affecting my country for all time and I spurn the partisan issue. I will

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BLACKHAWK

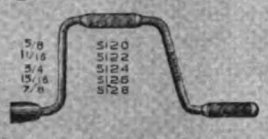
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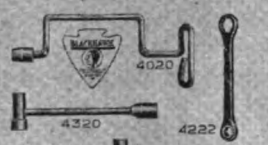
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Blackhawk Wrenches Stand at the Head of Wrench-Making Progress

The fit of every Blackhawk wrench is scientifically correct. Sockets are machine turned from the solid steel bar. Unusually strong. Finished by the Parker rust-proof process. Individual wrenches, standard combination sets — a Blackhawk wrench for every purpose.

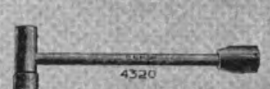
Write for catalog and prices.

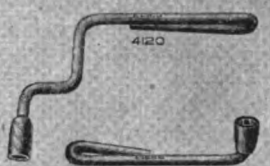
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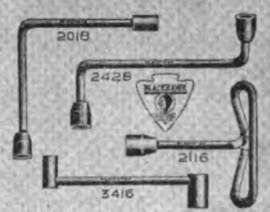
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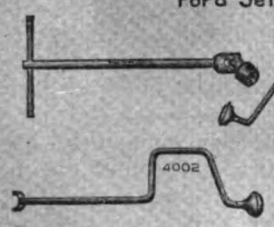


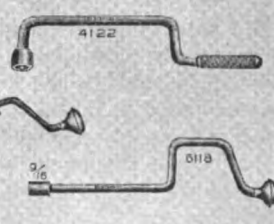




No. 30 Chevrolet Set







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leave the Republican party the minute it stands for this league.

"The Democracy, headed by the President and the chairman of the Democratic national committee, are trying to make it a partisan question, but they cannot succeed. The American elector will vote for the country and not for party. Many deluded, well meaning people write to me that they can never vote again for me for Senator unless I vote for the proposed League of Nations. Very well. Let them vote as they please. I shall do the same.

"It is of little importance to me whether I continue to represent the state of Connecticut entirely in the Senate, but as long as I do in part I shall stand for what I think is for the best interests of the country as a whole."

Yours truly,
MOORE HARDWARE CO.
By W. T. Moore.

COOPERATE IN THE GOOD ROADS CAMPAIGN

The people of our land were never able to deal as comprehensively with the problem of highways development and highways transport as today. For now, as a result of war's challenge and the demands upon all producers for their utmost endeavor, we know where people are in greatest need of additional transportation facilities. And from experience gained before and during this war, we have seen the manner in which highways transportation can be harnessed most effectively to the service of our people.

"Take the great problem of rural highways transportation," cites W. O. Rutherford, vice-president of the B. F. Goodrich Rubber Co., and consider a concrete and definite need that presented itself in the State of Utah during the war.

"In the vicinty of Loa, Wayne County, back 75 miles from the railroad, several carloads of fat hogs were available for market, but there was no means of shipping them to the nearest rail point. The solution was found by improving the highway to carry motor transport, the hogs were moved rapidly to rail shipping point and an additional food supply thereby made available.

"And the solution of this problem had the effect of moving the whole back country, a vast area in itself, up closer to the railroads and the markets of the world. While the exodus of the hogs symbolized the creation of new wealth in Wayne County, the transport service was able to return from the shipping point to Loa with the wares of our great industries, thus providing a larger market.

Hence highways transport linked up the farms with the desired markets. It also spelled opportunity to the great body of loyal workers in America in that it provided for a larger field to be supplied by the indispensable products of their hands.

"What took place in Utah has happened in nearly every corner of our land. Our colleges and universities and other forces of education in several of our most progressive states are already setting up courses of instruction which will equip men to occupy important posts on the frontiers of this development. And of lasting consequence, they will commence to lay the foundation for the progressive science of transportation and communication."

W. T. Powell, manager of the B. F. Goodrich Rubber Company, at San Francisco, who is well acquainted with conditions in that section of the country, adds an important suggestion:

"The benefits to our section of the country following upon the improvement of highways and the effective and economical utilization of them by express and passenger cars, places us on the threshold of a new era of prosperity. And I am convinced that this and other state legislatures, as well as our state and county highway departments and commissions, were never in so fortunate a position with regard to having the support of a large portion of the intelligent and thoughtful taxpayers of our state.

"A great deal of information has now been made available through the highways transport committee, of the Council of National Defense, pertaining to the most effective utilization of highways. No man today need vote or deliberate in ignorance of basic facts. Our own great state colleges should, and undoubtedly will do their part in collecting and disseminating facts which will create an inexhaustible supply of dependable data.

"Thus the people of every state are well justified in depending upon members of state legislatures and others holding positions of trust, to seek the true sources of information when in doubt and to knew what they're talking about in connection with this great development. And for these reasons the Townsend bill, which aims to create a national highway system and a federal highway commission, to direct this great development, should receive the close and insistent attention of all the people. Thus will be enacted into law one of the most powerful and constructive measures that this generation will have the opportunity to deal with."

Business is good in some stores because they make it good. Business conditions in any store are just what they are made by the proprietor. If he is a hustler and is aggressive and modern, and understands rules of scientific management, as well as how to instruct his salespeople along the line of selling, his business is bound to increase right along.

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WALDEN WORCESTER WRENCHES

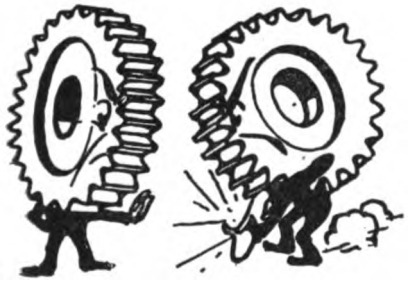
FOR EVERY

MOTOR NECESSITY

SEND FOR CATALOG NO. 250

WALDEN-WORCESTER, Inc.
Worcester, Mass.

When Gear Meets Gear



When gear meets gear there is bound to be more or less friction.

But that friction can be held down to a negligible minimum by proper lubrication.

DIXON'S GRAPHITE Transmission and Differential LUBRICANT

is specially compounded for gear work.

It stands the terrific pressure that is set up when gear meets gear—pressure that "squeezes out" ordinary oil or grease and allows a ruinous metal-to-metal contact—and it sticks to the gears when they are idle, which is just as important.

It lubricates efficiently under all temperatures—without "bunching up," congealing or "breaking down" as is the case with ordinary lubricants.

Stock this Dixon Lubricant and sell it to your customers. You'll be surprised at the sales results.

Write for prices and Booklet No. 230-G.

Also ask about Dixon's famous Cup Grease.

Made in JERSEY CITY, N. J., by the
JOSEPH DIXON CRUCIBLE COMPANY
Established 1827

YOU INCREASE HEAT INSIDE TIRES BY DEFLATING THEM

The hot days are the ones that cost motorists a lot of money.

Most motorists have a wrong impression about the increase of air pressure in tires in warm weather. In fact the belief is quite common that on hot days the air pressure may increase to the point of causing a blowout. There really is nothing to this belief, for the heat does not come from the temperature of the air outside, as is commonly supposed, but from the natural flexing of the tire as it rolls over the road or street.

As this heat is due to the bending of the tire, the same amount of heat is created regardless of the outside temperature. Most tire users believe that to overcome this effect the pressure must be decreasd, and the common practice is to run tires at a lower pressure on hot days. But this increases the bending of the tire carcass and the motorist actually aggravates the tire condition that he seeks to relieve when he decreases the pressure in his tires.

It is true that on a very hot day the air pressure in tires that are used continuously increases slightly but never sufficiently to cause any injury to the tire. Tires are not as fragile as some persons imagine, and are able to stand three and four times the ordinary pressures used.

There is more danger in decreasing the pressure than in permitting it to increase, for after the tires have rested a while the air pressure will drop, and there is always the danger that the motorist will omit to put in enough air to bring the pressure up to the required point.

There is no condition in which tires are subjected to greater variations of air pressure than in automobile racing on our speedways. Yet even on the hottest days the terrific grinds of the race tracks, with tires revolving 20 times a second, do not cause them to blow out. And there is certainly no condition in ordinary driving that even approaches those of the speedway.

The recent races at Indianapolis were held on one of the hottest days that racers have ever experienced, yet thirty-eight per cent less tires were changed than at any previous race. Racing drivers have learned that after a tire becomes heated to a certain point, the radiation of heat from the tire is as great as the generation of heat—all of which means that any increased air pressure due to heat is negligible in its effect on the tire.

There is no question but that motorists will profit greatly by keeping up tire air pressures, no matter what the heat conditions.

H. C. Parkinson, of Berkeley, Cal., has disposed of his business to the Central Hardware Co.

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REVERE TIRES

REVERE TIRES are enjoying big sales among the best trade.

By actual tests, REVERE CORD TIRES have won an exclusive position among other cord tires.

The famous REVERE line will build up your trade—add to your profits—and lend dignity to your establishment.

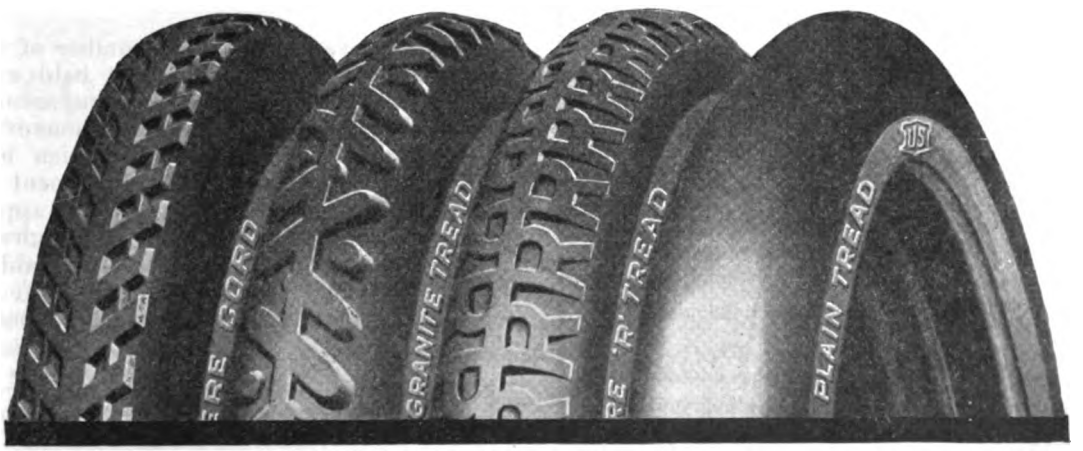
REVERE RUBBER CO.

1790 Broadway, New York

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Tennent Supply Co., Augusta, Ga.
Waite Auto Supply Co., Providence, R. I.
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Worthington Hardware Co., Staunton, Va.

Revere Cord *Granite Tread* *'R' Tread* *Plain Tread*



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Service—

that is what the user requires of an ignition battery — not only long service but the **right** kind of service. High amperage is an important item of service — so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

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Chase Auto Top and Upholstery Materials
"Rie-Nie" Winter Fluid
Vulcanizer Tools, Supplies and Equipment

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

WORLD KNOWLEDGE IS A VITAL NECESSITY

(By Morris Whiton)

When Johnnie Stone-Hatchet, the original cave-man, crawled out in the morning, he was interested only in his immediate surroundings. He wondered if he would find many clams and how the pelican situation stood.

His wife made her jewelry out of sea-shells and her spring suit of sea-weed.

One day a man from inland brought down a couple of oranges, and Johnny acquired a taste for the oranges.

This incident broadened Johnny greatly. He began to wonder if there wasn't something else good to eat he didn't know about.

After a time he built up a nice business trading sea-food for jungle products, which was more or less the starting point of all commerce.

With an Igorrote, an island twenty miles away is a dim, distant place, in which he feels no interest, while a really broad-minded, well-informed man takes a keen interest in the affairs of a land thousands of miles away.

When a nation is crude and primitive they import little or nothing. A really civilized nation uses products gathered from the four corners of the earth. It is folly to think we are affected by things only in our own neighborhood. A strike in Brazil means a scarcity of coffee. A famine in India means higher foodstuffs, and so on all through our affairs.

The more civilized we become the more interest we should take in world affairs.

A man who keeps in touch with people all over the globe has a broader vision—a wider field of interest than a person who only reads the paper of his own town and sees world events only through local eyes.

It is very gratifying to see on every side the great strides taken forward by correspondence clubs and societies all over the world.

Thus the thousandth direct descendant of "Johnnie Stone-Hatchet" outshines his remote progenitor in all save digestion and horsepower.

At the convention of the Chamber of Commerce of the United States just held at St. Louis, Mo., the matter of highway improvement was given prominence. In the resolutions offered by the highways committee, of which F. A. Seiberling is chairman, the establishment of a federal highways commission, federal approriations for building and maintaining highways, the continuation of the federal road aid act beyond 1921, and the expenditure of federal funds for permanent highways, are advocated.

E. J. Ely, formerly of Drummond, has engaged in business at Dillon, Mont., having recently been discharged from the service.

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CONVERSE CORD



We've spent fourteen months perfecting this Super Size Cord

It fulfills the best traditions of Sound New England Manufacturing and we KNOW you'll like it

MADE BY

CONVERSE RUBBER SHOE COMPANY

MALDEN, MASS.

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What's happening in the Brake Lining Market?

Things are happening, fast.

And although the cause may be found in the speeding up of the passenger car market, there is an effect that is going to be of interest to the motor truck business.

A new kind of market

With the war over, Liberty Bonds and taxes paid or provided for, and two years of self-denial to spur desire, is it any wonder that the automobile market is a seller's market?

And because there aren't enough new cars for quick delivery to go around, used cars are in greater demand than ever before.

Which means overhauling and repairs and the biggest season for Brake-Lining that we have ever known.

Of great importance to every dealer

In view of this unusual demand and of the conditions prevailing in the asbestos fibre market, you should be absolutely sure that you are tied up to a dependable source of supply, to insure your being able to handle the greater Brake-Lining business that is fast on the way.

And that is why it is important for you to know that, whether or not other manufacturers are going to be embarrassed by market conditions or manufacturing facilities, Johns-Manville, as the largest miners and manufacturers of asbestos, are in a position to meet promptly and without sacrifice of quality every demand of the Brake-Lining market.



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A little bit of history

Some years ago, we promised ourselves three things, just in the way of sound business insurance; first, to maintain the high quality of our Brake-Lining, at whatever cost; second, to make secure our sources of supply of raw material and steadily develop our mines and factories, as an investment against a day of maximum demand; and, third, to hold fast to a policy of square dealing with our trade, for their protection and our own.

A little bit of prediction

We kept those promises, and today this policy is bearing fruit as never before. In other words, we are not only willing, but able, to stand back of our dealers all along the line, and it's the kind of support that dealers would gladly pay premiums for later on. Our dealers won't have to do this, nor will they have to worry about where their Brake-Lining stocks are coming from.

These are the facts that make it possible

Johns-Manville Non-Burn is the only Brake-Lining for which the supply of asbestos fibre is controlled by the manufacturer from mine to market. Moreover, with two of the largest asbestos mines in the world to draw on, we can be positive that only the finest long-fibre quality goes into Non-Burn, and with two big manufacturing plants, one in the East and the other in the West, we can assure a steady supply and prompt deliveries.

Send for literature and get an idea of the facilities and service we place squarely back of every NON-BURN dealer. It's something you'll find worth bearing in mind.

H. W. JOHNS-MANVILLE CO. New York City 10 Factories, Branches in 63 Large Cities

Other Johns-Manville Automotive Equipment — Clutch Facings, Industrial Brake Blocks, Speedometers, Odometers, Recorders, Speedometers with Instrument Board for Ford Cars, Fire Extinguishers.

MANVILLE
EQUIPMENT

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Trade Mark Reg. U. S. Pat. Off.

UNIVERSAL

"Most Ford owners will renew the transmission linings themselves. This package is just what they need."

TRANSMISSION LINING

The sure money maker for live dealers—

Not alone because it is the best of cotton linings;

Not alone because it gives longer service;

Not alone because it is absolutely chatterless;

Not alone because it is slip-proof, oil-proof and water-proof;

But also because our

Handy Set for Fords

including the three proper lengths for Ford transmission bands and all rivets required, is now put up in a display carton that makes selling easy. As readily sold as a package of tacks and a lot more profitable.

Get our quantity prices—
on our special selling carton

STAYBESTOS MFG. CO.

The "Modern" Factory, equipped to make all types of brake lining and all widths up to six inches.
5547 Lena St., Philadelphia, Pa.



$1.25
COMPLETE

A YOUNG ACCESSORY LEADER

With the launching of the automobile accessory department, Holbrook, Merrill & Stetson have made a new addition to their force in the person of Mr. E. K. Kroll. New to them, perhaps, but not by any means new to the automobile accessory industry, for this has been Mr. Kroll's interest and occupation continually since his college days.



E. K. KROLL
Manager of the new accessory department of Holbrook, Merrill & Stetson, and one of the most modest men. Our readers will be glad of the opportunity of meeting him through our pages.

He served a good, long apprenticeship with the Halderman Tire Co. and other well-known institutions.

He has definite ideas along accessory lines, but they are progressive and modern ideas, and his experience stands him well in hand in his new connections.

He is not anxious that Holbrook, Merrill & Stetson become exclusive agents for a number of lines, but rather that they should handle standard lines that have proven their value. However, two important lines are "exclusive" in his stock—the Gordon Tire Co. and the Milwaukee Pump Tank Co.

NOW RED HEAD SPARK PLUG CORPORATION

The Red Head Spark Plug Corporation announce that they have taken over the patents, rights, machinery and good will of the spark plug department of the Emil Grossman Mfg. Co., of Brooklyn, New York, makers of the famous Red Head Vitristone Spark Plugs.

None of those interested in the old company are now represented in the new company.

The name of the company now manufacturing the spark plugs will be known as the Red Head Spark Plug Corporation, with sales offices 261 Broadway, New York, with factories at Newton, Penn., and New York City.

Their capacity has been greatly increased and will be devoted exclusively to the manufacture of Red Head Vitristone Spark Plugs.

The Northwestern Hardware & Steel Co., Great Falls, Mont., have been recently incorporated, and now do an exclusively wholesale business.

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HALLADAY

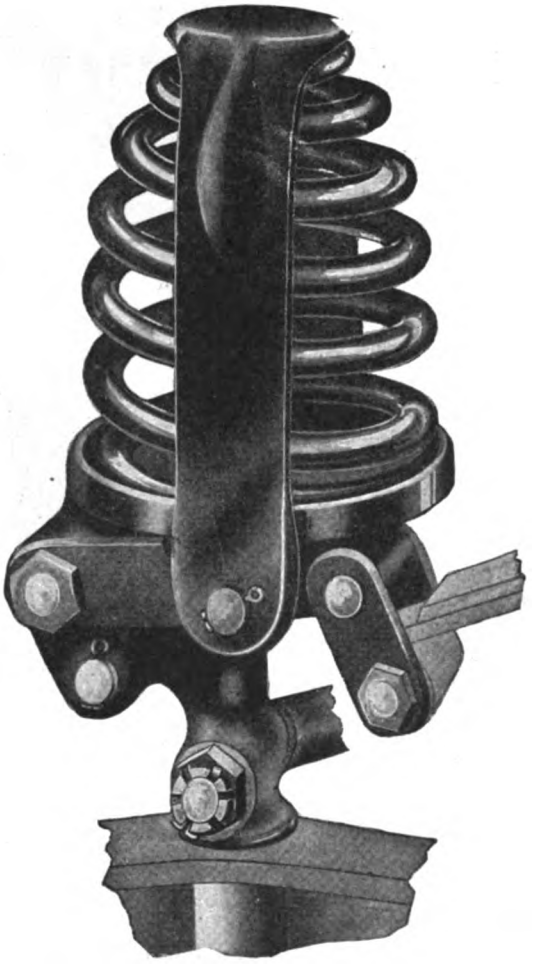
DIRECT SUSPENSION SHOCK ABSORBER

The Fastest and Longest Lived Springs Made

The Halladay "bee hive" spring, acting through levers of over twice the range of action of any other auxiliary spring ever put on a Ford car.

The Halladay Direct Suspension Shock Absorber is the only shock absorber that has ever had the capacity to take the jars and jolts out of the light little Ford.

The tremendous range of these "bee hive" springs entirely eliminate rebound by taking up the shock before it can ever reach the leaf spring. By thus removing the cause recoil never occurs. Cannot bend or break leaf spring. Saves tires and gas. Makes real riding comfort. Made and guaranteed by men who know.



Price Per Set $15.00

Write for further information today.

L. P. HALLADAY COMPANY

Manufacturers of Bumpers, Shock Absorbers and Automobile Accessories

560-570 Monroe Street, Streator, Illinois

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Will Pay Any Motorist's Fine If Pinched

Service Stations Installed

(By Charles A. Bacon, of The Chas. A. Bacon Co., Western distributors of the MacBeth Auto Lens)

I DO NOT BELIEVE that the motorists have taken our new headlight law, which became effective July 22, 1919, seriously even though a great deal of publicity has been given this law in the different motor magazines and newspapers.

It may be well to state that the new headlight law enacted at the last meeting of the legislature makes it imperative that every automobile owner equip his car with a device approved by the motor vehicle department if he wishes to avoid arrest and fine.

It has been admitted by the different officials of the motor vehicle department that this is one of the best laws ever passed, as it regulates the uses of high power headlights on the streets and highways of our state.

While the bright headlights are a boon to the man behind the wheel, it must be admitted that few motorists realize the meaning of that same light to the driver of a machine which passes him in the night. While he does not wish anyone harm with this brilliancy, still it would be a good thing if some of us, when driving in the evening, should find a light that surpasses our light and be dazzled and stung by the glare from that light. Those who have driven against glaring headlights will appreciate the new headlight law.

There is no excuse for this to happen, as any supply man will be only too glad to replace the clear lens in your lamps with others that will give you plenty of light and yet allow the other driver a fair margin of safety. The expense of the service is very small when compared to the intense value of highway safety.



No Time to Risk Inferiority

Too much cannot be said about the glaring headlights, and no steps towards the elimination of this evil can be too drastic. We prefer to sell the MacBeth Green Visor lens to automobile owners on the basis of its merit rather than because they may be forced to buy a lens to be within the law. However, since it is necessary that you sell some sort of lens, and feeling sure that you do not wish to risk inferiority, we take the liberty to suggest that you install MacBeth Green Visor Lenses.

They are made by the same company who furnished the A. E. F. lenses that flashed the scientifically controlled light across "No Man's Land" in France in order to detect German patrols. The marvelous lenses used in our lighthouses and the mammoth mirrors used on the searchlights of our warships are also made by this company.

The point of all the foregoing is—if it is possible for a company to manufacture instruments of such precision, it is conceivable that a headlight lens developed by them should be the last word in a device of this kind. The MacBeth lens is not only scientifically built, but combines with this feature that of distinction, given it by the green glass visor.



C. A. BACON

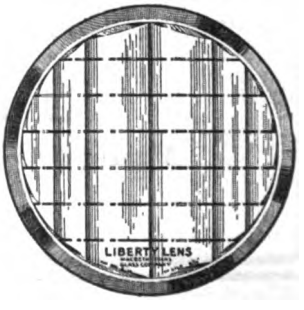
C. A. Bacon, a recognized authority on auto lenses and an auto enthusiast generally. Among his friends in the trade Mr. Bacon is known as a live wire in all that implies.

He is a man who never does anything unless he makes a careful study, and has a thorough understanding of it. He knows how to concentrate or distribute his light as occasion warrants and literally lives up to his name—he "brings home the bacon" in whatever he undertakes.

Rating Warrants Full Confidence

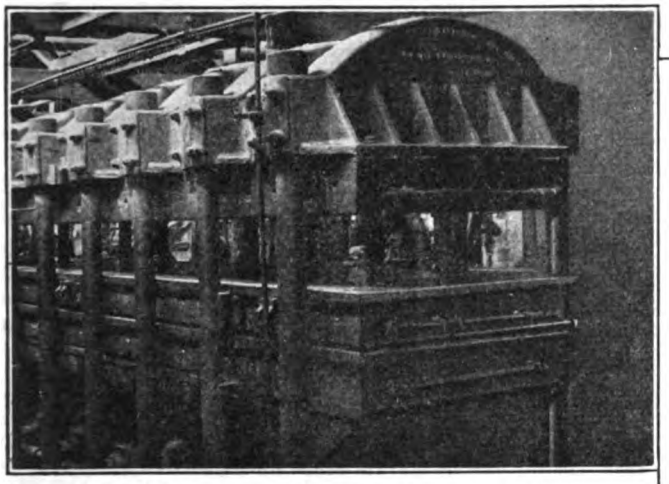
In conclusion, we are pleased to state that we have received one of the highest ratings, it being permissible for the automobile owners to use a 32-candlepower type C nitrogen bulb, new type, and a 36-candle power type C nitrogen bulb, old type, with no tilting or bending of the bracket or lamps.

We are making arrangements with a distributor for each and every town, to maintain a service station where a motorist can have our lens put on in legal form. The MacBeth-Evans Glass Company stands ready to pay any motorist's fine if he is "pinched" using MacBeth lens, when properly installed.

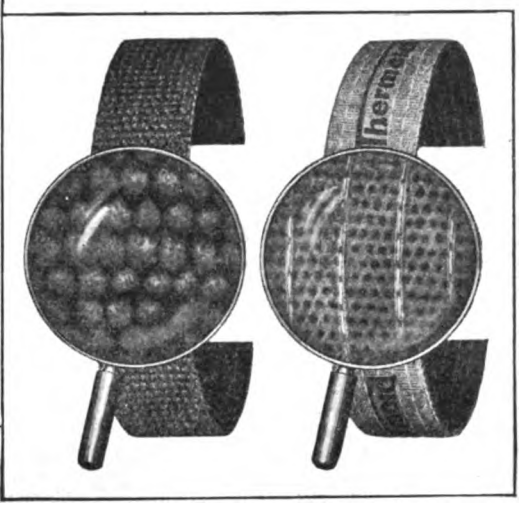


You will make no mistake in handling or using the MacBeth Lens.

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"One of the giant double-deck hydraulic presses which compresses Thermoid Brake Lining under 2000 pounds pressure per square inch at 320° F."



Ordinary Woven Lining

Notice the loosely woven texture.

Wears down quickly and unevenly.

Loses its gripping power as it wears.

Thermoid Hydraulic Compressed Brake Lining

Notice the compact texture.

Wears down slowly.

Gives uniform gripping surface until worn wafer thin.

A *hydraulic compressed* brake lining

THERMOID, in addition to being a tightly woven asbestos fabric, is also folded, stitched and ***hydraulic compressed.***

These extra processes make Thermoid a better brake lining. The hydraulic pressure fuses the plies of *GRAPNALIZED* fabric into one solid piece.

The solidarity of Thermoid Brake Lining produced by subjecting it to 2000 lbs. pressure for an hour makes Thermoid—

1. Wear down uniformly.
2. Wear much longer than woven linings which are only one ply
3. Have a better wearing surface; i. e. coefficient of friction.

The 100% lining

Hydraulic compression is only one of the processes by which Thermoid is made 100% efficient.

Thermoid contains ***40% more material*** by actual weight than woven brake lining and is ***GRAPNALIZED;*** an exclusive process making it impervious to gasoline, oil, water, dust, etc. No other brake lining is ***GRAPNALIZED*** or can be.

Thermoid has proved best by test, not only in scientific laboratories but in actual use. The Fifth Avenue (New York) busses, carrying 30,000,000 passengers a year through the thickest traffic in the world and making thousands of stops a day, are lined with Thermoid.

The opportunity for Thermoid dealers

Motorists are awake to the imperative need of good brakes. Our advertising campaigns are urging motorists to go to their dealer and have their brakes inspected. Police officials are supporting the brake inspection movement and brake lining sales are jumping at a phenomenal rate.

You should get your share of this great market—there is a big, profitable, permanent business in store for every dealer who handles Thermoid. It is the best known and fastest selling lining there is. It will build good-will for you by giving your customers lasting service.

Every foot of Thermoid that you will sell is backed by the guarantee: ***Thermoid will make good—or WE WILL.***

Thermoid Rubber Company

Factory and main offices, Trenton, N. J.

New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston London Paris Turin

Canadian distributors

The Canadian Fairbanks-Morse Company, Limited Montreal

Branches in all principal Canadian cities

Thermoid Brake Lining

Hydraulic Compressed

Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires"

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C. H. Cooley & Son have commenced business at Madelia, Minn., and are handling full lines of automobile accessories, hardware, housefurnishings, etc.

LEGALITY AND EFFICIENCY

(By the Mitchell Mfg. Co., agents for the Legalite Corporation)

Just as it is the motorists's desire to get the greatest mileage from his tires and the most miles to the gallon with his motor, so he desires to get good and sufficient illumination of the road, without a glare, without blind spots, and without a waste of battery energy.

This aim is characteristic of the open-minded and normal motorist irrespective of any state highway legislation, but with the coming of headlight regulation his desire becomes necessity and obligation. Certain maximum requirements for intensity of light are required, certain minimum intensity figures are set, and the position or tilt of the lens is further prescribed, so that the sides of the road shall be lighted, so that there shall be certain light 50 feet from the car, so that there shall be certain other light 200 feet ahead of the car, and so that the passing driver shall not be blinded by waste glare.

Such regulation is, after all, nothing but a measure of efficiency, public efficiency in protecting the night drivers, but also private efficiency in getting the most light per candle power. Thus the car-owner will install some lens for the sake of his fellow motorist, but he will select his lens to get the legal light without wasting his battery.

As a result of tests the Legalite lens has been declared thoroughly legal, in fact eminently so, and at the same time efficient.

The following schedule for lamp equipment is set down on the Legalite certificate of legality:

	Vacuum	Gas
Maximum	17 c. p.	20 c. p.
Minimum	10 c. p.	12 c. p.
Recommended	17 c. p.	20 c. p.

Remarking on the conditions of the test, it is set down on the certificate that the unmodified beams were first adjusted for parallelism at zero tilt. Then with devices, the focus was adjusted to give the lowest beam.

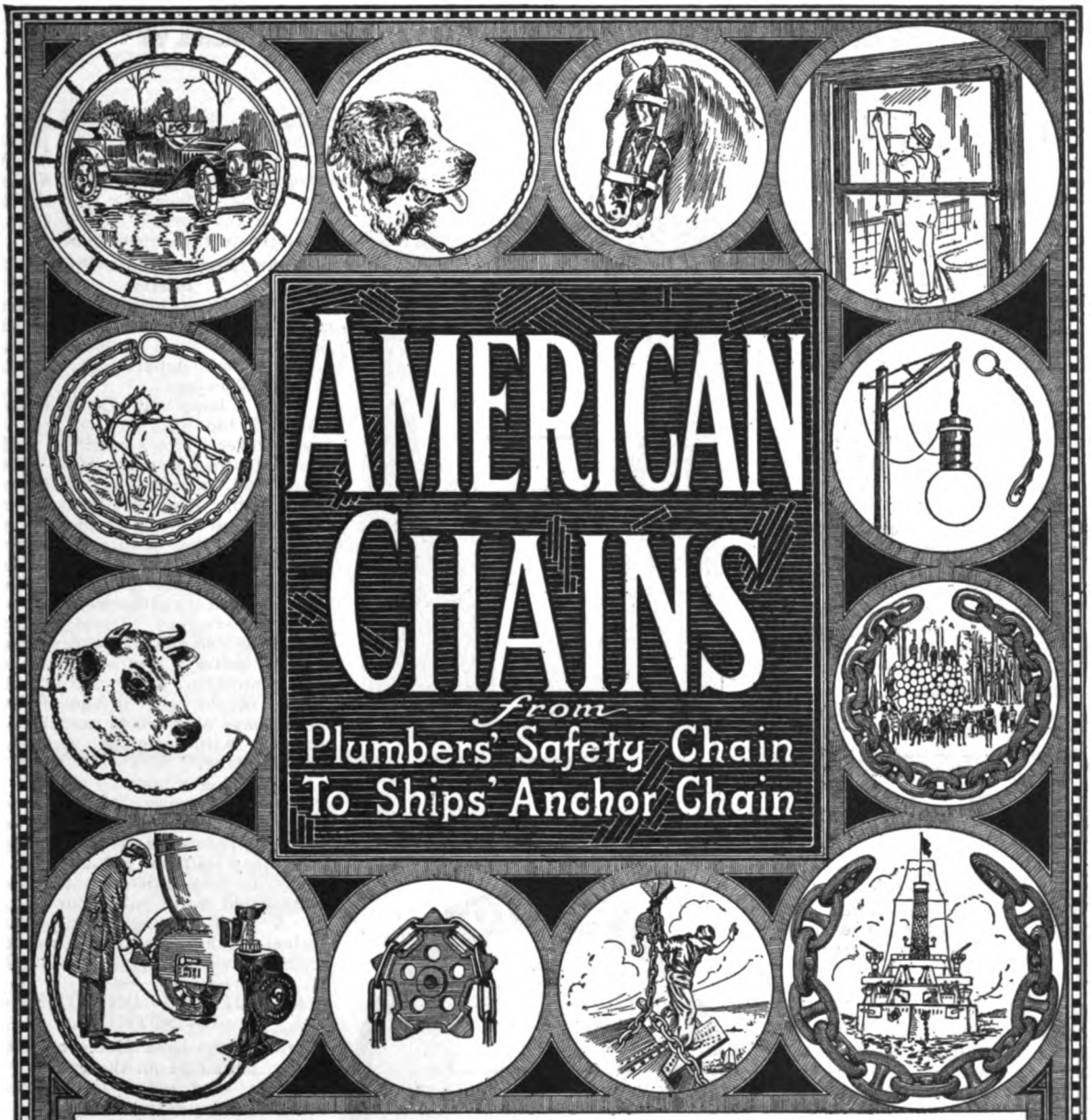
Such a distinctive accomplishment in headlight illumination has been secured by the scientific use of prisms, although the lens itself is smooth glass, and without frosting or any color screen. The light rays that would ordinarily shoot upward in blinding, glaring rays, are deflected and kept within 42 inches of the ground. The curved surface of the front of the lens spreads the rays, giving a broad band of light, completely flooding the area just in front of the car and for a great distance along the highway.

We feel that we may safely assure the motorist that he will be safe and satisfied in meeting the law and his own needs with a Legalite, and the dealer who stocks and pushes this lens can do so with his whole heart full of the feeling that he is helping his customers and the open road at the same time that he benefits himself.

RUBBER REACTS ON BRASS

The motorist who has secured a wonderful run of mileage from an automobile tire and writes the tire manufacturer that he "will be pleased to send it in for advertising purposes in exchange for a new tire," has his counterpart in an automobile owner who has just sent in for adjustment, a tire that had run 18,000 miles, basing his claim on the fact that the two front tires on the same machine had given him 29,000 miles.

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The Complete Chain Line

Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

District Sales Offices

Atlanta, Boston, Chicago, New York, Philadelphia, Pittsburgh, Portland, Ore., San Francisco

In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

A·C·C LARGEST CHAIN MANUFACTURERS IN THE WORLD A·C·C

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"Radio's" Light on the Lenz Law

(By Arthur Bryson, Sales Manager)

"TRUTH well told" comes very nearly governing the policy of the advertising and salesmanship efforts of the present-day merchant. The public has unconsciously assimilated the idea until the opinions and the statements of the successful hardware dealer in regard to his goods are usually accepted as facts.

During the next three months there will be about 350,000 pair of lenses sold in California. There will be various makes and types thrown on the market at various prices and the confusing statements and claims of the manufacturers will give the hardware man much food for thought if he is to live up to his reputation of selling the buyer only what he should have.

In selecting a stock of lenses there are three important factors to be considered, viz.: "The law, the price and the driving light."

The question of the lens being legal and under what regulations it is allowed is easily determined. The motor vehicle department has decided that. Its decisions are conclusive and final.

How some manufacturers arrive at the prices they are making is somewhat of a mystery, as they range from $3.00 a pair to $10.00 a pair on reputable makes, with apparently very little difference in the cost of manufacturing. In old, established lines the price of a product is determined to a great extent by its quality, but the present selling price of lenses is not in all cases based upon manufacturing cost or comparative merit.

The selection of a lens that will give the best driving light obtainable is the most important question the dealer has to contend with. Upon giving the public what they will eventually want depends to a large extent the amount of future sales.



ARTHUR BRYSON

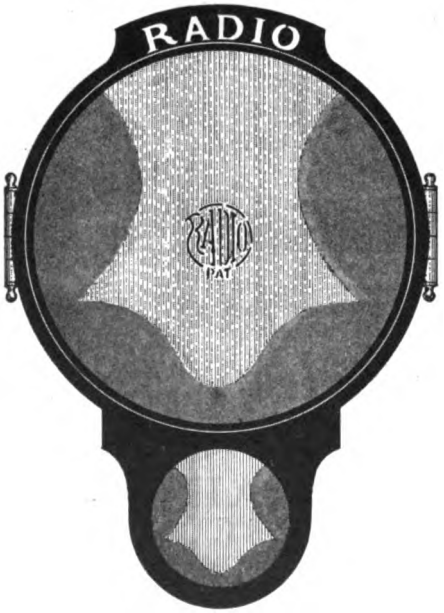
Sales manager for the Radio Lens Co., whose friends tell us there is no better informed man in the lens business. His experience as sales and advertising manager of one or two institutions identified with the auto accessory business has given him a training that has come to but few.

Sides of Road Must Be Lighted

Most lenses are constructed to throw the light downward through a series of horizontal prisms, which has the effect of eliminating the glare and complying with the law. A lens must do more than refract the light downward if it is to have any popularity in the future.

The car owners are being forced to put lenses on their cars and since they are compelled to do so they will want some advantage over the plain glass, besides complying with the law. A good driving light is one that reaches to the sides of the roadway as well as throwing a good volume of light straight ahead. The type of lens that does this best is the one with numerous perpendicular parallel corrugations, each one forming a prism. The corrugations running up and down has the effect of spreading the light over a wide radius and at the same time narrowing the horizontal plane, thus keeping the light on the ground where it is needed.

Sandblasting, frosting or grinding is used on a portion of the surface of a lens of this type for the purpose of projecting the light to the proper place.



Law Fixes Candle Power Limits

Under "Cautions and Adjustments Relative to Automobile Headlights," some good advice from the motor vehicle department consists of the following:

"5. A lamp bulb may be in use which is too high or too low in candlepower. Every certified modifying device has a specified maximum and minimum candlepower lamp bulb. Any certified device may be used with a lamp bulb of any candlepower within the range specified for the device, including the maximum and minimum. The recommended candlepower gives most satisfactory driving light with least demand of energy from storage battery. As a matter of self protection every automobile owner should use in headlights those lamps only which are plainly stamped with original manufacturer's rating."

While a lens may be allowed a greater candlepower than is recommended by the motor vehicle department according to their statement, they will not get as good a light as they will with the recommended lower candlepower.

A good driving light is the principal thing for the dealer to consider when buying lens stock.

SAY NOTHING—DO NOTHING —BE NOTHING

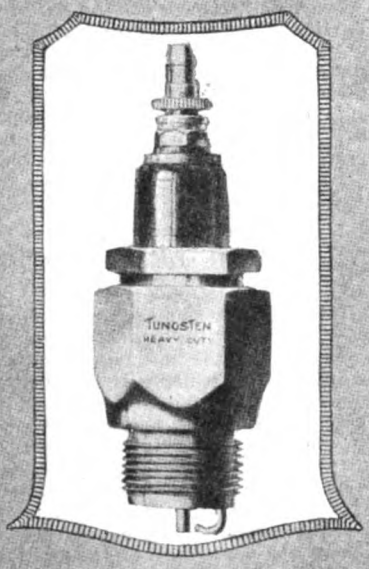
Right on the back platform, with both feet on the rail
Of the slow old train that is known as Fail
Sits the man who believes in this righteous wail—
Say nothing — do nothing — be nothing.

He creates no suspicion, dislike or distrust;
No unkind words come from critics unjust;
What sort of a poem shall we write o'er his dust?
Except "Said nothing — did nothing—was nothing."

With hand on the throttle, and eye on the track,
With never a care for the things at his back,
The man of Success always follows this tack—
Say something—do something—be something.

For the hand is always the slave of the brain,
And whatever we think, that we do just the same,
If it's only to play at a losing game,
And say nothing—do nothing—be nothing.

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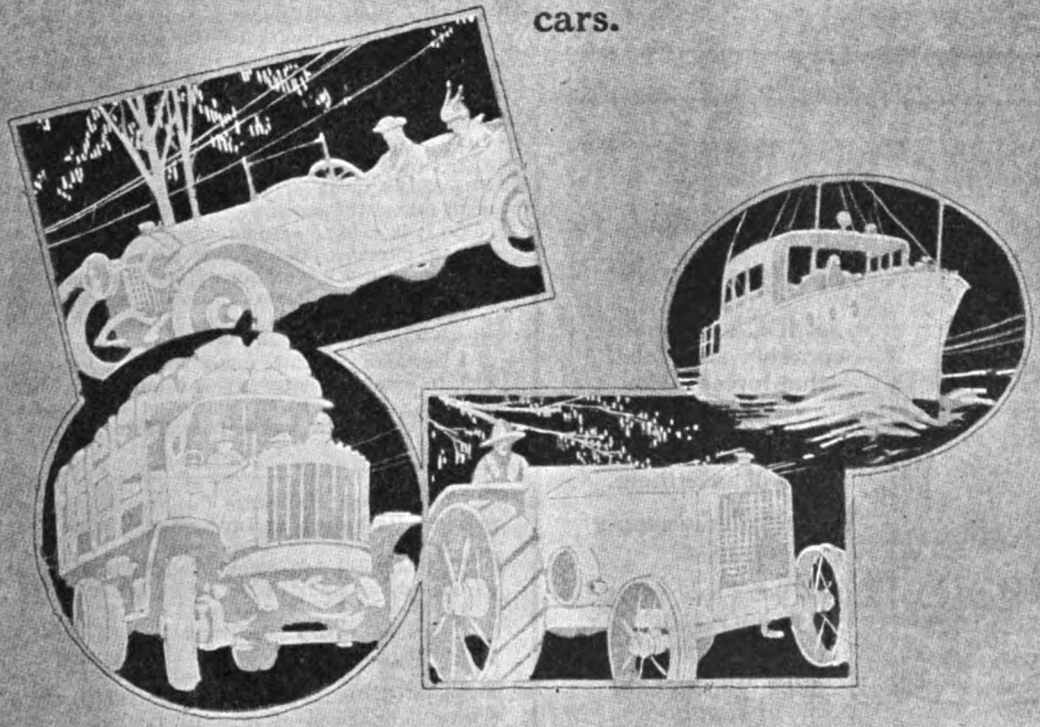
TUNGSTEN

TRADE MARK REGISTERED

SPARK PLUG

Always on the job

A big sturdy plug that is standing up in heavy trucks and tractors, speedy motor boats and all types of passenger cars.



TUNGSTEN MFG. CO. MARSHALLTOWN IOWA.

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GET ACQUAINTED WITH

LONG HENRY

Designed to give the Ford car the most durable and efficient Spark Plug that money can buy.

Long Shell; Extra heavy Insulator and Electrode.

Long Hex; Any wrench fits it.

Long Base; Puts the spark down into the heart of the gas.

"The Spark Plug that Brings Repeat Orders"



AUBURN IGNITION MFG. CO.
AUBURN, N. Y.

Western Representatives
MITCHELL MFG. CO.,
San Francisco, Cal.

"SHAKE" with DURO-LAC

An Efficient, Emulsified Automobile POLISHER AND CLEANER



An IDEA woven in contents and label that forces attention.

Prepare for calls—you will have them.

We will gladly supply samples.

Ask your Jobber for DURO-LAC Polish

—the only source of supply

International Sales Co.
522-526 West 9th Street
Los Angeles
MANUFACTURERS AND DISTRIBUTORS

NEW SAN FRANCISCO SELLING ORGANIZATION

The Wheeler & Wunder Co. is the name of a new organization recently formed at San Francisco as manufacturers' representatives for the following factories: Allith Prouty Co., Detroit Vapor Stove Co., Oriel Gas Range Co., Gas Oil Stove Co., Boech Stove Co.

The organization is composed of R. A. Wheeler, for many years manager of the San Francisco branch of Cribben & Sexton, and A. D. Wunder, who has been connected with Cribben & Sexton for twenty-three years, almost the entire length of time Cribben & Sexton's San Francisco branch has been maintained. Both enjoy a wide acquaintance in their territory.

Wheeler & Wunder will represent Cribben & Sexton, as in the past.

SALE OF LENSES OFFER BIG OPPORTUNITY

With the enactment of more rigid motoring laws, and the necessity for providing greater safety, comes the opportunity for the increased sale of automobile accessories. Particularly is this true where states are enacting laws relative to driving at night, and specifying the kind of light necessary to avoid the glare, etc.

It is to be expected that those states having the largest per cent of automobiles to the population should take the lead in this matter. Two of these states are to be found at the extremes of the country, New York and California, both of which have enacted quite rigid laws affecting the motorist, but the California law, by reason of being the most recent, is likewise the most rigid.

The California law makes it necessary for some 350,000 to 400,000 motorists in that state to equip their machines with lenses that have passed the test and meet the requirements of the new law.

This law does not go into effect until September 22, but after that day, those who have not complied with the requirements are subject to fine and imprisonment.

Neither is one permitted to devise a home-made contrivance in order to evade the law, unless he first pays $50.00 to have it tested by the motor vehicle department of the state.

So it is safe to assume it will be cheaper for everyone to purchase the proper sort of a lens than to attempt to use something of his own making.

The hardware dealers in California are getting busy in anticipation of a big rush, not only in lenses, but in other necessary accessories.

Elsewhere in this issue is some interesting data with reference to some types of lenses that have passed the test. There are, of course, other lenses that have done so, but data was not available at time of going to press.

The Turlock Hardware Co. are erecting a building to house its branch at Livingston, Cal.

The McKeel Implement Co., Marshfield, Mo., have purchased the stock of W. A. Turner & Co.

Johnson & Hill Co., Grand Rapids, Wis., have purchased the stock of McCanley & Pomainville.

The Hill Hardware Co., Harrisburg, Ore., was recently burglarized of a small amount of cutlery and firearms.

L. A. McLean, Tenino, Wash., has purchased the hardware stock of M. B. Peterson, and has consolidated it with his own.

A. C. Brueswitz has purchased a half interest in the Hoops Hardware Co., Spencer, Wis. The firm's name will remain the same.

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DU PONT AMERICAN INDUSTRIES

HERE IS THE REASON



PONTOKLENE

SELLS ITSELF

Thousands of motorists have bought Pontoklene solely on the strength of the liberal sample cans which we supply free to dealers for distribution to their customers.

To try Pontoklene is to buy it. The fact that it has been introduced **solely by sampling** is proof that it is everything we claim it—a real oil, tar and grease remover and cleaner that is actually, honestly selling itself.

Sales of Pontoklene are mounting by leaps and bounds. The next two months will break all previous records. Get your order in today and get your share of this new business. Envelope enclosures, circulars, road signs and a liberal supply of samples free to every dealer.

ADDRESS OUR NEAREST OFFICE

DU PONT CHEMICAL WORKS, Wilmington, Delaware

BRANCH OFFICES

New York Boston Chicago Columbus San Francisco

Visit the Du Pont Products Store when in Atlantic City

THE PRINCIPAL DU PONT PRODUCTS ARE:

Explosives: Industrial, Agricultural and Sporting. Chemicals: Pyroxylin Solutions, Ethers, Bronzing Liquids, Coal Tar Distillates, Acids, Heavy Chemicals, Alums, etc. Leather Substitutes: Fabrikod Upholstery, Raynite Top Material, Du Pont Rubber Cloth. Pyroxylin Plastics: Ivory, Shell and Transparent Py-ra-lin, Py-ra-lin Specialties, Challenge Cleanable Collars and Cuffs. Paints and Varnishes: For Industrial and Home Uses. Pigments and Colors. For Industrial Uses: Lithopone. For Industrial Uses: Stains, Fillers, Lacquers and Enamels. For Industrial and Home Uses. Dyestuffs: Coal Tar Dyestuffs and Intermediates.

For full information address:

Advertising Division, E. I. du Pont de Nemours & Co., Wilmington, Del.

DU PONT

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Two Well-Known Western Buyers



D. E. BROCKBANK



W. L. TIBBALS

Nothing could be more indicative of the rapid growth and development of automobile accessories in hardware lines than the experience of Dunham, Carrigan & Hayden.

Two years ago D. E. Brockbank, manager of the sporting goods and cutlery department of this institution, installed a stock of automobile accessories. With that enthusiasm and zeal which is characteristic of Mr. Brockbank, he soon saw that with all the other work of his department he wouldn't have many idle moments.

For two years, with the assistance of his co-workers, the business of the auto accessory department has been making rapid strides, until recently it became absolutely necessary to divorce the two departments, Mr. Brockbank retaining his first love, the sporting goods and cutlery department and W. L. Tibbals being chosen to the management of the automobile accessory department.

Mr. Brockbank was literally born into the sporting goods business, receiving his early training with Browning Bros., of Ogden and Salt Lake City, John Browning being the inventor and manufacturer of the well-known gun bearing his name, of which we shall have more to say later.

Mr. Brockbank left Utah a number of years ago and joined forces with Miller, Sloss & Scott. He represented them on the road for a number of years, and afterwards was at their Portland house.

Some five or six years ago he identified himself with Dunham, Carrigan & Hayden. He enjoys a wide acquaintance with the hardware trade throughout the West, having fished and hunted in almost all sections of the country.

Really, when you come to take a second look at Mr. Brockbank's name, you don't wonder he is such an enthusiast on sporting goods, fishing tackle, etc., do you?

Mr. Tibbals Also "to the Manor Born"

W. L. Tibbals was really brought up on automobile accessories. Although a native of Dayton, Ohio, he went to San Diego at a very early age and engaged in the automobile business. He later organized the Western Auto Supply Co., which took the lead in its section in the early days of the industry.

His connection and experience in practically every branch of the motor and accessory business is such as has come to few men, and has given him a knowledge of conditions that is unusual.

Dunham, Carrigan & Hayden are to be congratulated in having men so well qualified by reason of experience and a thorough knowledge of the business and so well fitted for their work.

While doubtless many of our readers have the pleasure of knowing these men personally, they will enjoy meeting them again through our pages.

Frishkorn Hardware & Supply Co. have purchased the stock of Dershimer & Frishkorn at Wellsville, Ohio.

The Myers Hardware Co., Bryan, Texas, has moved to a new location, which will give them facilities for carrying an increased stock.

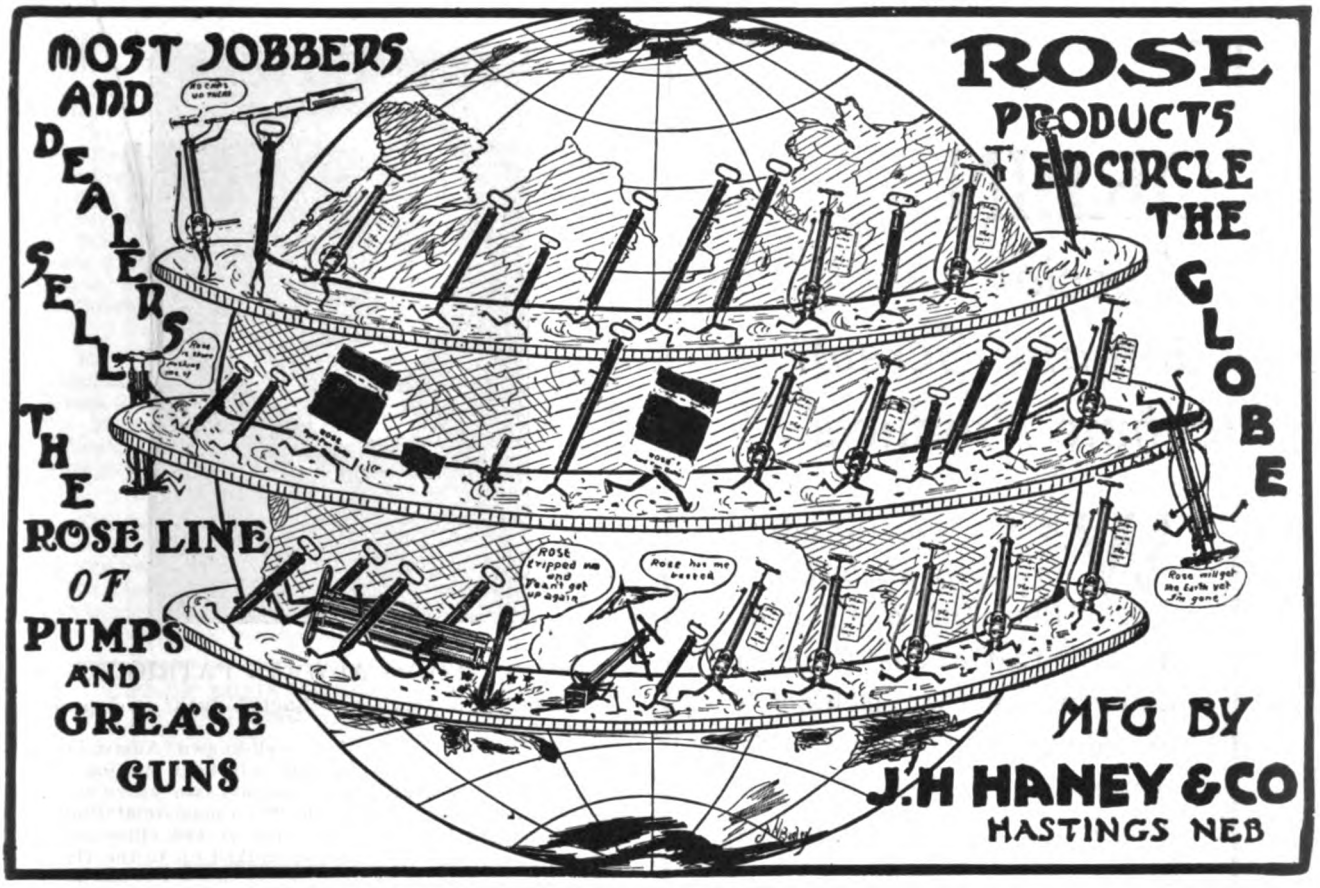
The Canby Hardware & Implement Co., Canby, Ore., have been featuring housefurnishings for the past thirty days with considerable success, and are anticipating a busy fall season.

L. L. Johnson has purchased the stock of C. L. McEwen, of Republican City, Neb., and will increase his stock of hardware, housefurnishing, sporting goods and auto accessories.

C. E. Scribner and Arthur A. Van Atta have purchased the hardware business of H. A. Ammann, at Marion, Ohio, and have continued the business under the name of the Ammann Hardware Co.

The Boseke Dawe Co., Santa Barbara, Cal., are making a number of improvements in the interior of their store, to add to their facilities, and enable them to carry a larger stock. They are adding 14,000 square feet of space for their house furnishing line.

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A Truck Tire Line Will EARN PROFITS for You!

Tires for trucks yield a liberal margin to the dealer. Their sale is not pushed by garages, yet they are widely used, and by a trade that is steady and faithful—often ordering in large quantities and repeating.

You are sure to profit by investigating and stocking the OWEN Line, including SOLID Tires of the celebrated TITAN and STANDARD types, and PNEUMATIC TRUCK TIRES, both fabric and cord.

Desirable Pacific Coast territory for exclusive distributors and dealers is available. Write for our special proposition.

THE OWEN TIRE & RUBBER COMPANY

2336 Euclid Avenue, Cleveland, Ohio

GEORGE H. ECKERT & COMPANY

109 New Montgomery Street, San Francisco

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CORBIN

Special Automatic Screw Machine Products

WE are equipped to promptly produce anything (up to 4¼" in diameter) that can be made on automatic screw machines — ***anything,*** including parts for Automobiles, Carburetors, Magnetos, Firearms, Tools, Motorcycles, Bicycles, Spark Plugs, Electrical Instruments, Hardware.

Immediate quotations and full particulars on receipt of specifications, blue-prints, or samples.

Makers also of Corbin Duplex Coaster Brakes for Bicycles and Corbin-Brown Speedometers for Automobiles, Trucks and Motorcycles.

CORBIN SCREW CORPORATION

American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia



GOOD CITIZENS ALWAYS PATRIOTIC

"Allow me to touch the 'English Jack' as I pass by, won't you?"

Thus Harold W. Paton, a well-known Australian hardware man, who thus far has only held one job in his life, but held that job for twenty-two years consecutively, expressed himself at the Commercial Club, after beholding the array of flags of the allies decorating the dining room, and he walked up to the flag of the British Empire and reverently pressed it against his cheek.

There is a lesson in that unconscious remark of Mr. Paton for every man, of every nationality. He should not only respect, but love and revere the flag of his country above that of any other country.

As Mr. Paton later expressed himself, while he greatly respected the American emblem, and it came next to his own, yet there was a feeling the English Jack aroused than which no other could.

Speaking of the flag and the phrase, "making the world safe for Democracy," Mr. Paton vouchsafed the information that all through the war the British people enjoyed a far greater degree of liberty and freedom, although nominally under a king, than did the Americans.

But the war is over now, and the American people are going to get back to a representative form of government and have a voice in the management of their affairs.

We have had a little taste of autocracy and government ownership and other Socialistic ideas, and perhaps it has been a good thing for us, for it at least shows us some of the things we don't want.

But this is to be an item with reference to Mr. Paton. He came to America particularly to perfect himself in the knowledge of canning materials, for henceforth he is going to be associated with that good friends of ours and of America's, A. J. Todd, who makes his headquarters at the Commercial Traveler's Club, Sydney, Australia.

Mr. Paton does not intend to be out of touch with the hardware trade, for he has been too long identified with the house of Chas. Davis, Ltd., Hobart, Tasmania, to lose his interest.

For the last seven or eight of the twenty-two years he was with Chas. Davis, Ltd., Mr. Paton was the buyer for this big institution.

It is a large institution for a city of 40,000, the capital stock being approximatelv $750,000.

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His father formerly was a large customer of the Chas. Davis Co. and in that way young Harold became interested in the hardware business, and he is proud to have been identified with such an institution.

They sell everything, from a needle to an anchor, handling full lines of hardware, cutlery and paints, plumber's goods, builder's supplies, marine hardware, in fact everything that can be thought of that would in any way apply to a hardware stock.

While Mr. Paton is particularly loyal to the hardware fraternity of Australia, New Zealand and Tasmania, he has a great admiration for American manufacturers and their methods.

R. V. and Nelson Jones at Spokane, Wash., have purchased the hardware and implement business of Watts & Rogers at Weston, Ore. Mr. Rogers will take the management of the Watts & Rogers store at Athena, Ore. Mr. Jones has had considerable hardware experience in Alaska.

The Roy A. Gage Hardware Co. are successors to the Lewiston Hardware Co., Lewiston, Idaho, the business having been purchased by Mr. Gage from the Marshall-Wells Hardware Co. Mr. Gage recently received his discharge from the Army, and has purchased the business of which he was formerly the manager.

OUT OF BUSINESS—BUT NOT OUT OF "THE HARDWARE WORLD"

I am going into another business, but for the "love of Mike" keep sending the HARDWARE WORLD. I am enclosing my renewal, as I always will want it..

St. Louis, Mo. H. DEITRICH.

WINNING ITS OWN WAY
Quality :: Uniformity :: Price



BUFFALO WEAVING & BELTING CO., Buffalo, New York

WESTERN DISTRIBUTORS

Waterhouse & Lester.....
.....Los Angeles, San Francisco, Portland
Lichtenberger-Ferguson Co.....Los Angeles
Hoffman Hardware Co.....Los Angeles
Weinstock-Nichols Co.....San Francisco, Los Angeles
Baker-Hamilton, Pacific Co.....San Francisco
Marshall-Wells & Co.....Portland

THE MOST POPULAR HYGRADE LAMP



Hygrade C 75-watt, Gas-filled Lamp. 68.8 candle power, 1000 hours average life. Costs to burn less than 1 cent an hour.

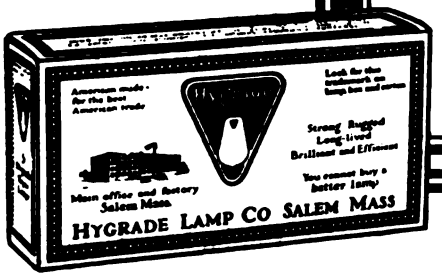
Demand Is Increasing

More people every day are using electricity and demanding better light—and more hardware dealers every day are selling

Hygrade Lamps
COAL SAVERS

Hygrade Lamps are persistently maintained at a very high standard of quality, are easy to sell and are sold to you at outright sale with no resale restrictions.

HYGRADE LAMP CO
GENERAL OFFICE AND FACTORY SALEM MASS



Are you getting your share of this growing, profitable business?

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THE ACME CAMP AUTO STOVE



There is an increasing demand for a camp stove that is safe, practical and convenient.

The Acme Auto Stove combines these essential qaulities, and wherever they have been sold they have proven very popular, for the automobilist, camper, yachtsman, fisherman, and every lover of outdoor life, find it just the thing he has been looking for.

Charcoal is used, which is ideal fuel for the purpose, as it only requires a small quantity, which may be carried in the base of the stove. Where that cannot be obtained any fuel answers the purpose.

The indiscriminate making of fires is now being prohibited by law, and it will not be long before such a stove will be absolutely necessary for all outdoor sports and recreations.

A meal can really be cooked upon it an expense of less than 2c.

Aside from its convenience and its economy, its compactness and safety commends it to everyone.

These stoves can be furnished in both cast and enameled iron. The illustration shows the cast iron style.

The price to merchants is $2.50, and it usually retails for $5.00.

H. J. Gute & Co., 150 Post St., San Francisco, are the general sales agents for the United States and Canada, and they will be glad to give full information to any of our readers upon request.



The Acme Is Ideal for Autoists and campers.

HEAVY DUTY TUNGSTEN TRACTOR PLUG



We are illustrating herewith a three-quarter-inch Heavy Duty Tractor Plug, which is being used by the Titan and Mogul tractors.

This plug is constructed with a deep chamber and a petticoat type core, so that it will not follow up easily. The extra large copper asbestos gaskets on both upper and lower shoulders largely prevent porcelain breakage.

The fact that this plug is used by some of the largest manufacturers in a country where long life and service are required, is ample evidence of its merits.

The Tungsten Manufacturing Co., Marshalltown, Ia., will be glad to give full information to any of our readers upon request.

T. E. Peterson is adding to the facilities of his store at Minden, Neb.

N. B. Hull has purchased the interest of Jack Thompson in the hardware business at Yreka, Cal.

A. W. Leveen, formerly of the El Centro store of Varney Bros. & Co., has been appointed manager of the hardware department of the Imperial Store, to succeed J. M. Nelson, who has resigned.

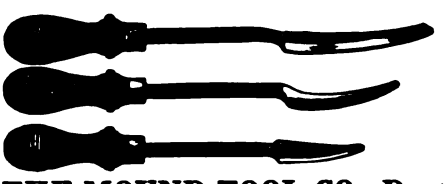
The Spokane Auto Radiator Works, N 124 Lincoln street, are manufacturing and assembling radiators for use on farm tractors. The company is composed of A. H. Smith and T. H. Acres.

A new store building is being erected for the Reliable Hardware Co., Chandler, Ariz., the building being 50x150 feet and the warehouse in the rear 50x150 feet. They are adding materially to their stock of hardware and implements.

The Sedro Woolley Supply Co., Sedro Woolley, Wn., has been purchased by H. M. Thiel, of South Bellingham, and the stock added to his. He has been for several years engaged in the plumbing and auto accessory business.

The Wicks Tire & Rubber Products Co., near Kent, Wash., have recently patented a composition known as Wixtuff, which they intend to use in the manufacture of automobile tires. They have engaged some workmen from Akron, Ohio. Their plant occupies an area of 100x295 feet, employing approximately 200 men.

MOUND TOOLS
FOR THE AUTOMOBILE
STANDARD FOR 20 YEARS



Bearing Scrapers
Carbon Scrapers
Chisel Sets
Pry Bars
Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

Send for Catalog

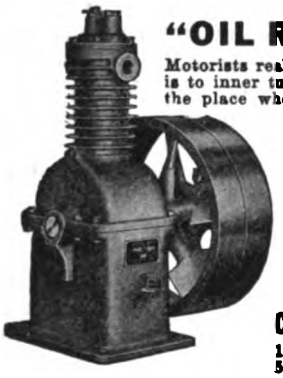
Pacific Coast Representative
Omer Cox, 525 Market Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

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The Hill Hardware Co., Harrisburg, Ore., was recently robbed of a small amount of cutlery and firearms.

Carl Monrad has purchased the hardware stock of the Boynton store, and has added materially to his hardware stock at Concrete, Wash.



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

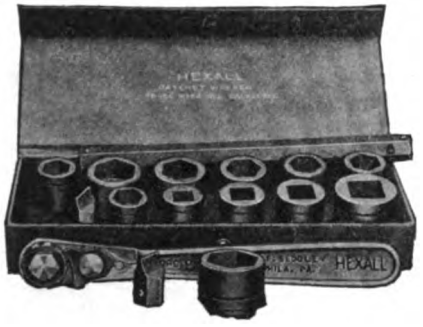
Automobile owners everywhere are learning the economy of this high grade, scientific engine lubricant. An interesting proposition awaits Hardware Dealers in open territory.

SWAN & FINCH CO.,
165 Broadway, New York City.

Norman Cowan,
Pacific Coast Rep.
San Francisco, Cal.



MOTUL



"HEXALL"
"Trade Mark Reg. U. S. Pat. Off."
Ratchet Socket Wrench No. 1
16 Pieces. Weight, 35 oz.
Packed in neat, strong, cloth case.

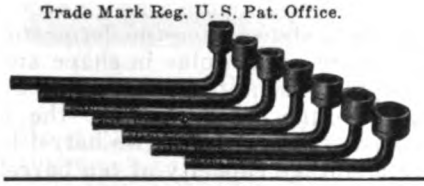
Break any Sedgley Wrench and We Repair It. No Charge



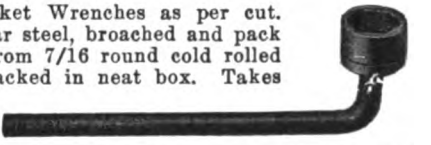
"HEXALL"
"Trade Mark Reg. U. S. Pat. Off."
Ratchet Socket Wrench No. 2
11 Pieces. Weight, 27 oz.
Packed in neat, strong, cloth case.

"HEXALL" Offset Socket Wrench Set

Trade Mark Reg. U. S. Pat. Office.



Consists of 7 Socket Wrenches as per cut. Sockets made from bar steel, broached and pack hardened. Handles from 7/16 round cold rolled steel 7" leverage. Packed in neat box. Takes the following sizes of Bolts and Nuts.



Socket No.	1	2	3	4	5	6	7
Inside Diameter Across Flats	1-2	9-16	39-64	5-8	11-16	25-32	7-8
U. S. Standard Bolt	1-4		5-16		3-8	7-16	1-2
Cap Screws	5-16		3-8		7-16	1-2	5-8
U. S. Standard Castellated	1-4		5-16		3-8	7-16	9-16
A. L. A. M. "	5-16		3-8		7-16	1-2	9-16
A. L. A. M. Plain	5-16		3-8		7-16	1-2	9-16
S. A. E.	5-16	3-8		7-16		1-2	9-16

Sedgley Quality is Your Guarantee of Durability

Also Manufacturers of THE BABY HAMMERLESS REVOLVER

WRITE FOR OUR CATALOG OF GOOD SELLERS TODAY!

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco, Cal.

R. F. SEDGLEY MANUFACTURER 2311 N. 16th STREET **PHILADELPHIA, PA.**

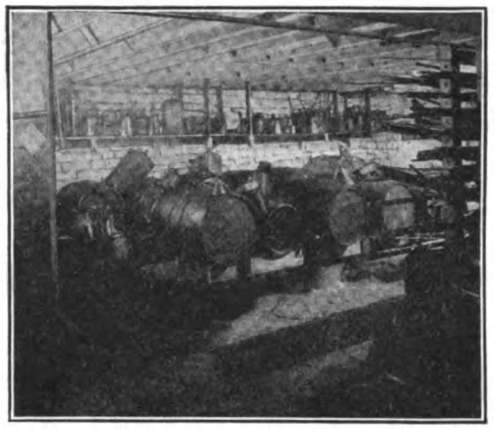
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MAKING SURE OF PROFITS IN HANDLING PAINTS AND PAINT OILS

(By C. M. Smith)

It is one thing to work up a good-size paint trade. Making sure of a reasonable profit, however, is another question and one that cannot be disregarded.

Paints and paint oils are a profitable line to handle when once the merchant is in position to handle them without an excessive expenditure of time and labor and when he can eliminate the losses which are common in too many paint stores.



No. I.

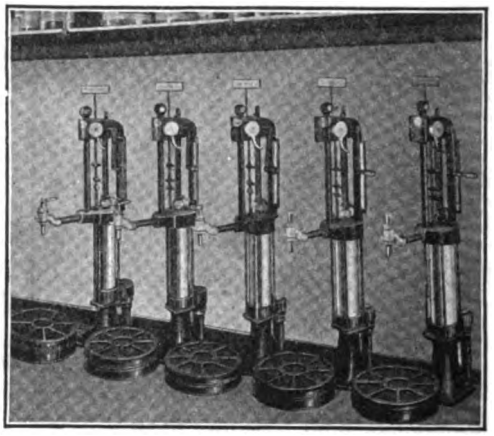
A very common and costly method of handling paints and paint oils is shown in the illustration No. 1. This oil room, filled with old barrels, measures and funnels, presents a constant fire hazard. It also necessitates a loss of time and labor whenever a sale of oil is made.

You can easily imagine a customer coming into this store for a gallon of oil or varnish, or any other quantity for that matter. The clerk must leave the salesroom and go down into the basement with the customer's can, turn on the lights, find the proper measure and funnel and then make sure he has the right barrel. He is then ready to draw the oil for his customer. The measures are usually gummed up, dusty and dirty. If this condition of the measure is not too pronounced, the clerk may give the customer under measure, however, the average clerk recognizes the fact that he cannot get full measure in these gummed-up containers, consequently he pours in a little extra to make sure that he is giving the customer a square deal. Such methods are guesswork at best and usually result in the customer getting more than he pays for. This, especially when oils are as high priced as they are right now, soon eats into the dealer's profits.

There is another source of loss in handling oils by the "barrel" and "faucet" method. It is almost impossible to entirely empty a barrel through a faucet. The faucet is usually driven into the head at least an inch from the edge. This naturally means that the oil will not all be drawn out unless the barrel is tipped over. This tipping-over process is slow and tiresome and many times is not done thoroughly. Then, too, there is usually considerable evaporation and gumming of the oils in the barrels because of the fact that the barrels are not entirely air tight, naturally this gummed up oil is not fit for use and is a dead loss.

The remedy for these conditions is modern storage equipment. Illustration No. 2 is a picture of a number of self-measuring pumps installed in the same hardware store shown in illustration No. 1. Illustration No. 3 shows the storage tanks that are connected to these pumps.

A comparison of the pictures will show at once that there is a great saving of floor space where the up-to-date equipment is used as compared to the barrel storage. There are about ten or twelve barrels in the first picture; the third illustration shows five modern storage tanks. These are rectangular in shape and fit up closely against each other, giving the greatest possible storage in gallons for the floor space occupied. Five of these two-barrel tanks would give a storage capacity of ten barrels in a floor space of approximately thirty square feet. Five three-barrel tanks would give a storage capacity of fifteen barrels in approximately forty-three square feet of floor space. The barrels shown in the first illustration we judge must occupy at least 225 or 250 square feet of floor space, including the alley way between the two rows of barrels.



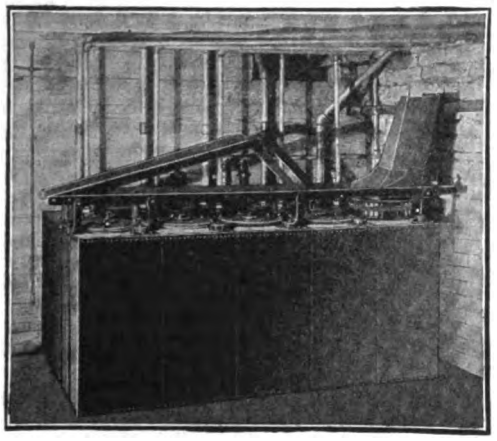
No. II.

You can see at once the saving in floor space with the modern equipment, to say nothing of the greater safety. The question of safety in handling paint oils is worthy of more consideration than the average paint dealer thinks. Many of the fires of "unknown origin" are merely

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fires resulting from spontaneous combustion in dirty oil rooms.

The pumps shown in illustration No. 2 which are connected to the tanks, require a floor space of approximately fifteen square feet on the sales room floor. These pumps measure accurate quantities. No measures nor funnels are necessary and consequently when a clerk makes a sale, all he needs to do is place his customer's can on the pump nozzle, operate the pump and he knows he has given accurate measure. These pumps measure gallon, half-gallon, quart or pint, tally each gallon pumped up to 10 and then repeat. There is no liability of the clerk forgetting how many gallons he has put into the can. Having the pumps on the salesroom floor does away with the necessity of the clerk going to the basement for oil. This means a great saving in time, and where clerks' time is considered important, as it must be in every store, it means a considerable saving in money. The tanks as illustrated are guaranteed to be leak and evaporation proof. This means there will be no loss of oils through leakage, seepage, evaporation or gumming. The last gallon pumped out of the tank should be of the same purity as the first gallon.

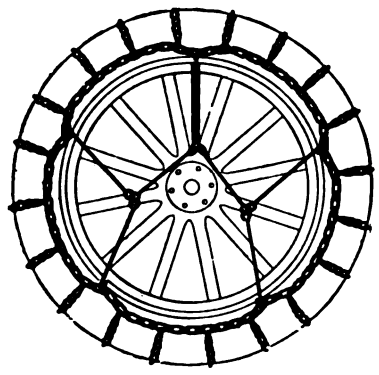


No. III.

By means of the track and barrel hoisting arrangement, as shown on the tanks, the barrels can be easily raised off the floor, rolled along and completely emptied into the storage tanks as soon as received.

When once the paint dealer realizes the convenience and loss, he is putting up with in handling paint oils the out of date way, he is going to modernize his paint storage and save himself not only a great amount of time and labor, but he is bound to have a surer profit on the oils he handles.

T. D. Parker has disposed of his interest in the grocery and hardware business at Winters, Cal., to W. S. Womack, of that city. Mr. Parker, however, will still be connected with the company.



The Fastest Selling All-Year Accessory a Dealer Can Handle

Small investment — Good profit — Takes up little room —Every motorist needs them — And has no excuse for being without them at this price.

MERCHANT'S ANTI-SKID CHAIN TIGHTENER

$1.00 A PAIR

If dealer does not handle, sold direct prepaid on receipt of price

Simple and easy to attach. You can slip it on a customer's car in about one minute, and it means a sale every time.

By a scientific arrangement of the steel rods we are able to equalize the work of ONE SPRING and give an equal tension at all points of contact with the chain, making this article FOOL PROOF, as it will allow the chain to CREEP as it should on any make of tire, at the same time take up the slack as the chain wears or the cross chains break, as it is adjustable.

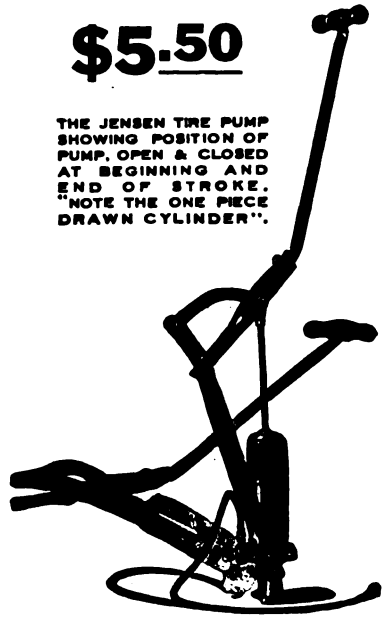
JOBBERS AND DEALERS:—Write at once for full particulars and generous terms, for now is the time to sell these things.

M. H. MERCHANT CORPORATION
236-238 Emma Street, Syracuse, N. Y.

This is the NEW JENSEN

$5.50

THE JENSEN TIRE PUMP SHOWING POSITION OF PUMP, OPEN & CLOSED AT BEGINNING AND END OF STROKE. "NOTE THE ONE PIECE DRAWN CYLINDER".



The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It is strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump. Fitted with a 1-piece drawn cylinder which makes it absolutely air-tight and increases the efficiency of the appliance.

Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Ill.

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Kiddie-Kars Kover the Kountry

A Thoroughbred American Industry That Bids Fair to Circle the Globe

ONE spring day in 1915 young Clarence White left his uncle's factory at North Bennington, Vermont, to go home to dinner at noon. Hitherto, mid-day had meant dinner and an hour's rest. Today it unconsciously held in store fame and fortune and miraculous achievement.

Clarence, Jr., had attempted to ride his toy fire engine that morning, and all that now remained were the pieces. To add to his grief, his mother had taken possession of the rear wheels as a precaution against further tragedy, and this seizure of the remains only made the matter more painful. Daddy was the angel of peace when he said: "I'll have to rig up something out of wood down at the factory this afternoon, so you can ride all you want."

Clarence White had plenty of time these days. The H. C. White Company had lost most of its stereoscopic business as a result of Germany's engagement in the war and it was rather a problem just what should replace this work in the plant. So Daddy cut out a seat-board, and an upright post to hold the front wheel, with a bar across the top to steer it with, and finally three wheels out of wood, too, just about the way the velocipedes had been arranged when he was a boy.

Son was tickled to death that night, and he forgot all about the fire-engine. But war broke out again in the young White family the next day when four little cousins came to visit. The new-born delight could only "karry one kiddie," and the pandemonium was only quieted by Daddy's agreement to make four more.

Now Produce a Carload a Day

That began Kiddie-Kars only four years ago. At first the makers were equipped to turn out fifty cars a day, and right away the struggle began to keep up with the orders. Now the capacity of the factory is a carload a day, and the entire output for 1919 was sold by the middle of June. Production was begun in a single building, but two larger than the original have been built and another building will be started immediately. This new blessing in the kingdom of childhood is honestly built and strong, even though in great numbers. The seat and front post are of the best of bass wood, with stanchions of hard birch and wheels of clear maple. Just as the Kiddie-Kar came into being in America during war-time, and was devised by Americans, so it has continued thoroughly American.

There is a fine spirit and atmosphere about this new American institution. It is entirely typical—almost symbolical. The factory which had depended on German optical supplies for its operation; the tie-up after the war; this creation of a unanimous, healthy new American product for real young Americans. And now that the development is complete and the possibilities almost unlimited, it is good to know that a thoroughbred Yankee American toy is a far greater social and commercial achievement over Germany than any stereoscopic optical business could ever be.



A. K. TROUT

Mr. Trout is a veritable fisher of men and he surely catches the kiddies. He is in charge of the sale of Kiddie Kars for the H. C. White Co. at its New York office.



The sales achievement of the Kiddie-Kar distribution forces certainly qualify Mr. Trout as an authority on the subject, and the following are a few of his axioms:

A man must have selling instinct, or he will never develop into anything more than an order-taker.

The first step up the ladder to success in salesmanship is knowledge—of the cardinal points and the petty details peculiar to that particular item which they are to sell; about his firm's methods of doing business; of all sorts of other matters pertaining to his work.

A man should pick out a high grade house that manufactures or sells an item or line in which he is particularly interested.

Cooperation between the sales and advertising departments adds increased efficiency to each department and thereby increases the revenue of the house. The sales manager and the advertising manager are brothers.

The broad-gauged house never drives its men. A broad-minded management listens patiently to its salesmen's complaints, and they are many. It also praises each man for his effort, striving always to have each man on its staff happy and contented.

Form the habit of getting on the job early and plugging away all day long. This rule makes winners out of ordinary men, and with added ability and talent, the combination gets pretty near genius and commands its rewards.

There is a wonderful amount of wisdom in this little line:

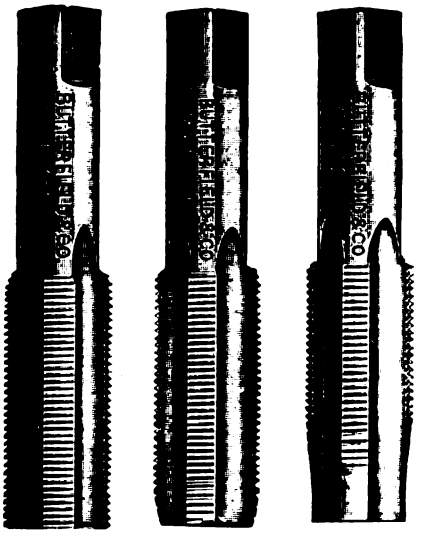
"Follow the rules and plug."

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SELL "BUTTERFIELD" TAPS

Ask for Catalogue No. 17

There is 40 years of experience back of every tap we put out. Every lesson learned in all of this time is incorporated into each and every tap produced, and the jobber reaps his share of the reward.



You, Mr. Jobber, cannot afford to pass up the Butterfield line. Any mechanic who has once used a Butterfield tap will never use any other—his dealer **must** get them for him—and you **must** be in a position to supply his dealer.

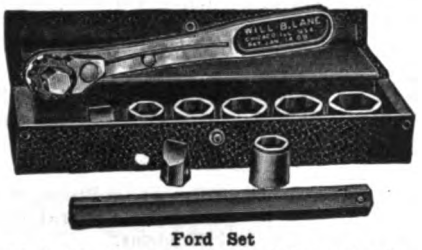
Moral: **Always Have Butterfield Taps in Stock.**

BUTTERFIELD & CO., Inc. - DERBY LINE, VT.

Chicago Store, 11 South Clinton Street

Lane's "Unique" Ratchet Wrench Sets

FOR MACHINE SHOPS, GARAGES, MOTORISTS AND MECHANICS OF ALL TRADES. ENTIRELY MACHINE MADE



Ford Set
7-inch Handle, 6 Sockets and Extension Bar.

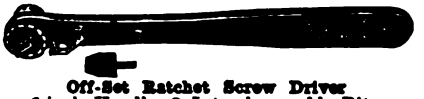


Standard Set
7-inch Handle, 7 Sockets

CARRIED BY JOBBERS IN ALL PARTS OF THE WORLD



Super Unique Set
9-inch Handle, 15 Sockets and Extension Bar.



Off-Set Ratchet Screw Driver
6-inch Handle, 2 Interchangeable Bits.

MANUFACTURED ONLY BY

WILL B. LANE - 180 North Dearborn Street, Chicago

OUR WRENCHES HAVE SOLD FOR 10 YEARS WITHOUT CHANGE OF CONSTRUCTION.

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OKLAHOMA DEALERS WILL HAVE EXHIBIT

The Oklahoma Hardware & Implement Association have decided to hold their next convention on December 9, 10 and 11, and will hold a hardware exhibit in connection with it.

A committee of five on exhibits has been appointed, consisting of Mr. Brooks, of the Brooks Hardware & Sporting Goods Co.; Mr. Lykes, of the Lykes Hardware Co.; Hugh Donnelly, of the International Harvester Co.; Charles Anderson, of the Hughes-Bozarth-Anderson Co., and W. B. Porch, secretary, all of Oklahoma City.

G. H. Wall has disposed of his business at Healdton, Oklahoma, to M. M. Smith.

C. N. White has bought the hardware stock of White & Lanigan, at Fairbury, Neb.

The Matagorda Lumber Co., Matagorda, Tex., has purchased the Nolte & Stewart stock.

The Borchert Hardware Co. is the new name for the Borchert Bros., at Mapleton, Minn.

P. G. Ruff has purchased the stock of the New Boston Hardware Co., New Boston, Tex.

J. M. Davis, of Tyler, Tex., has bought the Thomas Wilson hardware business of the same place.

J. B. Wells has opened a hardware, housefurnishing and auto accessory business at Jacksboro, Tex.

A. H. Kirchner has purchased the interest of J. A. Jeffers in the Biscay Hardware Co., Biscay, Minn.

The J. E. Elder Hardware Co., of Clarksville, Tenn., has been succeeded by the J. C. Catham Hardware Co.

Carothers Hardware Co., Centerville, Tenn., has purchased the stock of the Craig-Carothers Hardware Co.

Roy H. Hall is planning to engage in business in Banning, Cal., handling automobiles and farm implements.

R. G. Lewis has been remodeling his store at Willcox, Ariz., and increasing his facilities for carrying an increased stock.

George C. Shull, a successful hardware merchant at Sawtelle, Cal., has announced that he expects soon to retire from business.

A. C. Ogle has engaged in business at Loup City, Neb., handling full lines of hardware, house furnishing, automobile accessories.

The Bolte Hardware Co., Anchorage, Alaska, report a very satisfactory season's business, and are looking for increased activity in their section.

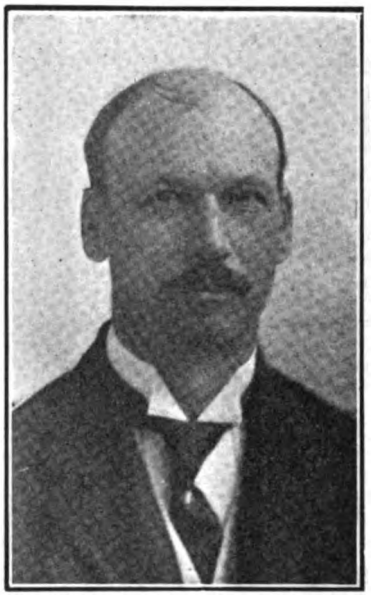
The stock of the Spielman Hardware Co., Long Beach, Cal., has been taken over by the Enterprise Sales Co., a new corporation recently formed.

Charles E. Sturtevant, formerly of the Pioneer Hardware Store, Marshfield, Ore., has assumed the management of the Chambers Hardware Co., Eugene, Ore.

PROMOTIONS IN P. & F. CORBIN ORGANIZATION

Announcement is made of a number of changes that have occurred in the sales organization of P. & F. Corbin, of New Britain. Mr. Laurence Mouat has been appointed contract sales manager, replacing Mr. R. N. Hemenway, who has severed his connection with the company.

Mr. George A. Overton, who has traveled for the company for many years, calling upon the larger jobbers in the Middle West, has been transferred to New Britain as sales manager, in charge of the sales of Corbin hardware for dealers' stocks. His place in the field will be filled by Mr. H. S. Fox, who formerly covered a portion of the South, who will be replaced by Mr. Sam K. Rutherford, formerly builders' hardware man for the W. W. Woodruff Hardware Company, of Knoxville.



LAURENCE MOUAT
Contract sales manager, well known and deservedly popular with the trade throughout the country.

W. L. Shearer, at Toppenish, Wash., is preparing to erect a warehouse in order to give him facilities for carrying an increased stock.

I. W. Creasey Hardware & Furniture Store, of Minidoka, Wash., has been burglarized of several hundred dollars worth of cutlery and firearms.

A. E. Greiner has disposed of his hardware department at Corning, Cal., to J. T. Morgan, formerly of Berkeley, Cal., Mr. Morgan is planning to add to the stock.

The Baldwin Lumber & Hardware Co., Bridge, Mont., has been incorporated with a capital stock of $105,000, the directors being Clement J. Baldwin, Henry Doerr, Charles Gluck and Francis A. Glass.

Standard Hardware Co., Centralia, Wash., have found a cooking demonstration a satisfactory way of advertising their line of stoves and ranges to the women folk of their community. They report a very successful demonstration.

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Harold Griffith has sold his interest in the Pixley & Griffith hardware business to E. A. Amburn at Montrose, South Dakota. The new firm name is Pixley & Amburn.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished..$1.75

No. 3 Gunmetal finish $1.25



Easy to operate. Fits any spring. All dealers, or sent prepaid

Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

LETHERMET NAILS

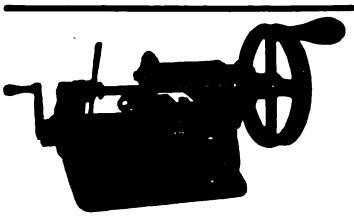
UPHOLSTERING NAILS

in a wide range of sizes and styles, and made to match any shade of upholstering or leather in plain or Spanish effects.

Complete Line With Prices Shown in Catalog. Write For It.

THE BREWER-TITCHENER CORP.

CORTLAND, NEW YORK



With the——

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office, 836 Hamilton Avenue, Allentown, Pa

Here's the Way to Real Profits with the

EWALD
Tire Retreader Outfit

TAKE ADVANTAGE OF THIS BIG FREE OFFER TO HARDWARE SHOPS

WE GIVE YOU FREE OF CHARGE with each machine an assortment of 1000 Ewald Special Staples. Our extremely low list price of $20 is subject to an attractive trade discount, which together with the **free outfit** will repair more than enough tires to pay for it all.

Just think—5 hours of work, stapling 5 casings at $3.00 each and this outfit costs you nothing.



Get It Now and Begin to Make Real Money

Write us today and start the ball rolling towards big profits. Some dealers and garagemen are making as much as $30 a day with the Ewald. Act Now—Every day you delay means money out of your pocket.

Manufacturers
ROMORT MFG. CO.,
Oakfield, Wis.

Sales Dept.,
THE ZINKE CO.,
1326 Michigan Ave.,
Chicago, Ill.

HERE IS MORE THAT YOU GET ABSOLUTELY FREE!!

1 Full Sheet of Directions
1 Can of Mica Tire Powder.
1 Tracing Wheel
1 Notched Knife
1 Tire Spreader
1 Cement Brush
18 ft. Reliner Strip
1 Can Cement.

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THE MANUFACTURER AND HIS MARKET

Some Keen Observations by One Who Is a National Advertiser

"One of the vital factors confronting the automobile accessory jobber in stocking a line of merchandise is the financial standing and commercial reputation of the manufacturer," says Don E. Campbell, general manager of the Woodtite Laboratories, manufacturers of Spoktite, Toptite and Kantmar Autowash, and one of the biggest advertisers on the Pacific Coast.



"This," says Mr. Campbell, "is of as much importance as the article itself. The jobber who is about to order any line of goods, should consider carefully whether or not the firms available for that order are likely to be in existence five or ten years hence. This requires no special powers of discernment, but simply a businesslike scrutinizing of the producer's financial and commercial status. The situation then resolves itself into one of two things. Either the manufacturer gives every indication of living up to all sound business requirements or he does not. A decision as to business relations in such circumstances is therefore not a difficult matter. The line of cleavage is too distinctly marked to admit of any doubt. The coin of integrity and stability must ring true or it is counterfeit and unbankable."

"Again," said the Woodtite manager, "no jobber can afford to stock an article and spend time in sales efforts, only to realize about the time results should be at hand, that the manufacturer has gone out of business. Things have got to be standard, and high standard at that. Only by absolute merit and established superiority does a product become standard. The others simply do not count. The question of standard applies just as much to the jobber as to the public. The public demands standard. The jobber has got to meet that demand, or he is going against the stream, instead of with it. Furthermore, the jobber, by dealing only in standard products, is sure of a standard future, which means solidity, reliability, permanence—qualities and circumstances upon which the jobber can only afford to build a connection for a product."

"Still another phase," he continued, "is the manufacturer's duty in the matter of advertising, not only with regard to himself, but to both the jobber and the public. The quality of an article will largely take care of itself. No factory can afford to spend thousands of dollars continuously in advertising an inferior article. It is also important to remember that advertising in mediums of probity and influence serve two excellent purposes. The first is that the attention of consumers is aroused by the superior quality of an article; the second is that such a medium warrants that all statements so made are true. It should be clearly recognized nowadays that no reputable newspaper or periodical will stand for gross misrepresentation in its ad spaces. Its reputation in this respect is a big asset, which it surely must protect; otherwise, its desired influence is threatened with destruction.

"The Woodtite Laboratories attribute their phenomenal success for Spoktite, Toptite and Kantmar Autowash to the fact that they, since the beginning, have been building for the future. A superior article with a satisfied customer for all time, means far more than an added percentage of profit for the present."

"NOT ONLY SELL BUT SATISFY" IS THEIR POLICY

How few of us realize that in the manufacture of so simple an article as a blacksmith's anvil as much care should be given and science applied as in the most intricate machine in use anywhere. Time might have been, and it may be possible as yet, some few careless smiths are satisfied with any old piece of iron for an anvil, but to the man who is seeking quality, as well as satisfactory service; he who appreciates the fact that the best work can only be done with the best tools, demands an anvil made on a scientific basis.

The essentials of a good blacksmith's anvil are: A smooth, polished, properly tempered working surface, a body solid, yet capable of withstanding heavy blows without being seriously injured, and a base which will set firmly on the block. This anvil must be made in some such manner as will guarantee against the working surface coming off or the anvil breaking at the waist, also against rapid crystallization of the body. The makers of anvils from the beginning of anvil history, which dates back more than 200 years, realized these essential elements and to their utmost carried out their desires.

We of today are especially fortunate over our forefathers in that we have a knowledge of the process whereby high grade steels may be produced, but we have never yet been able to improve on a material which should be used in the body of an anvil over their original wrought iron, and today this material is recognized as the zenith in anvil manufacturing, because it supplies the necessary solidity and the elasticity, making both a solid body, yet one which will withstand shock without material damage, at the same time a body to which a high grade crucible cast steel face, the best facing material known today, can be welded in the most satisfactory manner, as well as one which can be so manufactured as to insure a minimum waist breakage.

The Columbus Anvil and Forging Company, of Columbus, Ohio, in view of the above facts and the knowledge that they would be unable to supply all the anvils in the world, have confined their output to the very best anvil it is possible to produce and are the only manufacturers in the United States today making an anvil from American ingot or wrought iron.

The HARDWARE WORLD is pleased to direct the attention of its readers to advertisement now being carried in its columns by the Columbus Anvil & Forging Company, of Columbus, Ohio. These advertisements are given for the benefit of the reader, it being the policy of the company as outlined to the above publication to endeavor not only to sell their anvil but satisfy each and every user as well as all who are involved in the transaction, whether wholesaler, jobber or retailer, as well as the consumer.

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BIG PARTS ORGANIZATION TO MERCHANDISE TILTON BELT

The Arthur S. Brown Manufacturing Company, makers of the Tilton Belt, have finally succeeded in concluding arrangements with Edward A. Cassidy Company, Inc., New York, for this concern to act as the sales department in merchandising the Tilton Endless Woven Belt to the automotive trade. The decision of Cassidy Company was made only after exhaustive test, which brought out the unique, patented features peculiar to the Tilton Belt.

One of the particular features of this belt is the fact that it is a truly endless woven one. Thus vibration, the result of unevenness, is entirely eliminated. The Tilton woven process, the belt being fabricated on a special machine which makes it in one continuous piece, includes an exclusive method for finishing the edge, so it will give maximum wear. The stretch in the Tilton has been entirely taken out of the material and the individual strands of the fabric are permanently set in place when the belt is woven. Length of life is another particular feature.

The Tilton Belt will be merchandised under the standard Cassidy policy—jobber, dealer, consumer channel, complemented by a nation-wide advertising campaign and intense promotion work.

The Dearborn Truck Company announce the appointment of the Wm. H. Rankin Company, of New York, Washington and Chicago, as their advertising representatives. The Dearborn Truck Company in addition to manufacturing the Dearborn 2-ton Truck, manufacture the Smith Form-a-Truck, the most successful truck attachment that has ever been invented. They will advertise the original phrase, which was one of the big features of the initial advertising, "$350 and your Ford (new or used) will make a One-ton Truck."

Mr. Samuel Porter is president of the company, Mr. J. P. Newell is the sales manager and Mr. L. W. Coulson is the advertising manager of the Dearborn Truck Company. From the beginning the Dearborn Truck Company has been a big financial success. Men of ability and financial stability are in control of this Company and Mr. Porter, their president, reports splendid business since January First and that the outlook for the coming year was never so favorable for both the Dearborn Truck and the Smith Form-a-Truck Companies.

An aggressive campaign to secure new dealers and promote the sales of their business through their regular dealers will be inaugurated at once.

Peter Serres has taken over the hardware business of Serres Bros., Algonquin, Ill.

G. A. Epperley, of the Everett Kyle & Epperley Hardware Co., of Lebanon, Ore., has purchased the interest of Mr. Kyle.

The Imperial Valley Hardware Co., Brawley, Cal., have recently been extending their floor space and increasing their facilities to give them needed room for an increased stock and better display.

The Smith-Sayers Hardware Co. are successors to the Rittigstein Hardware Co., 929 Broadway, Oakland, who will carry full lines of hardware, housefurnishing, automobile accessories, etc. They plan to add materially to their stock.

A. M. Akins & Son, of Lakeport, Cal., who recently purchased the hardware stock of Burt G. Sayre have consolidated it with their own, and have moved into a new store to give them facilities for carrying an increased stock. They report an excellent outlook.

GREB RIM TOOL

BEACH PAT. PEND.



GREB

"Wallop" your rim with a hammer to force it in or out of place and you are bound to have greater trouble next time.

DO THE SENSIBLE THING

Provide yourself with the best rim tool on the market and save time, trouble and rims. With the

GREB RIM TOOL

You can quickly expand or contract any make of cross-split demountable rim—the Greb is universal and takes them all. Just the tool for Kelsey Rims.

TEN DAYS' TRIAL—If your dealer or jobber does not have them, we will send you one. Try it for ten days. If not satisfactory, return it to us and we will refund your money. When ordering state model of car.

JOBBERS AND DEALERS: Get our Proposition.

Other Greb Products

Greb Automatic Grip Pullers (wheel and gear).
Greb Arbor Press Base and Bench Plate.
Greb Tire Remover and Replacer (for Firestone Rims).
Greb Rim Remover and Replacer (from all wheels).
Greb Auto Lock. Greb Tire Spreader.
Grebford Lock No. 1. Grebford Extensions.
Greblox Solder Cement.

THE GREB COMPANY, 234 State St., Boston.



Pack's Pineapple Eyesnip

is the superior and best eyesnip on the market. It is a kitchen article that every hardware dealer should handle. It is a big seller. Literature and prices upon request. Sample 25 cents.

Order Now

Christian Schlicker Mfg. Co.
Rochester, N. Y.

Your Prospective Customers

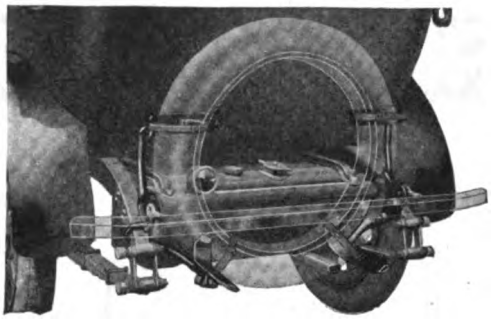
are listed in our Catalog of 99% guaranteed Mailing Lists. It also contains vital suggestions how to advertise and sell profitably by mail. Counts and prices given on 9000 different national Lists, covering all classes; for instance, Farmers, Noodle Mfrs., Hardware Dealers, Zinc Mines, etc. *This valuable reference book free.* Write for it.

Send Them Sales Letters

You can produce sales or inquiries with personal letters. Many concerns all over U. S. are profitably using Sales Letters we write. Send for *free* instructive booklet, "*Value of Sales Letters.*"

Ross-Gould Mailing Lists St. Louis

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NEW TIRE CARRIER

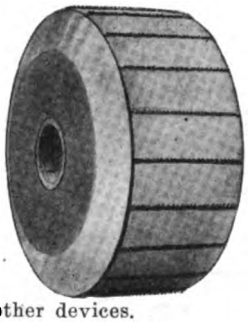
The Badger Mfg. Corporation, of Milwaukee, Wis., have placed on the market their new Badger Rear Tire Carrier for the model "O" Hudson Super-Six.

This carrier attaches to the rear channel frame members. It is furnished as a tire carrier only, or a combination tire carrier and bumper.

It is suitable for carrying one or two tires or a spare wire wheel. No drilling or other mechanical operations are necessary to attach this tire carrier.

They will be glad to quote prices to any dealer or jobber, and give full data and information to any of our readers upon request.

OF INTEREST TO VULCANIZERS AND HALF-SOLE AGENTS



A new device, called the Taber Tire Dressing Wheel, is now ready for distribution by the jobbers.

Taber Tire Dressing Wheels are the result of a year of experimenting on a wheel of this type. The present design shows no deviation from the original idea except as to refinements of manufacture.

The principal feature is the removable blades, which can be easily replaced at a very low cost as compared to other devices.

The Taber Tire Dressing Wheel produces a fine ribbed surface so desired by experienced vulcanizers. Forms perfect vulcanizing surface for all retread, patching, sectional inlay, or half-sole work. The cement grips the tiny ridges raised by the blades of the wheel. The blades will not grab the fabric, nor will it tear the threads of a cord tire. Raises a soft, downy nap on cords and fabric.

The wheel will trim off and remove all size and name markings from the side wall close to the bead.

The wheel is 5-inch diameter with a 2-inch face and 1¼-inch hole. Bushings can be furnished to fit any size arbor.

This is made by the T. & T. Tire Dressing Co., of San Francisco.

The sale of this tire dresser from Denver, Colorado, to the west coast has been contracted for by the consolidated Sales Co., Lick Building, San Francisco, Cal.

Hayes & Murray, of Bakersfield, Cal., have recently leased a building, which will give them facilities for adding materially to their stock of hardware, automobile tires and accessories. They state they expect to stock very heavily on paints and builders hardware, in anticipation of an active building move. They are continually increasing their stock of auto accessories as well.

BENJAMIN ELECTRIC CO. COOPERATION

The Benjamin Electric Mfg. Co. are always alive to the opportunities of cooperating with the retail merchants to bring them customers.

Recently they issued a number of attractive street car cards and a wall hanger, advertising the Benjamin Two-Way Plug and its uses.

This advertising is gotten up in an attractive way in colors, and they are going to make a special drive in all classes of trade, who might use street car space with the car cards, appealing particularly to central stations in towns with street railways, and from whom they expect cooperation.

These cards are made up for use on local street cars, and of course will be specially imprinted with the names and addresses of their distributors.

They will be glad to give full information to any of our readers upon request.

BUFFALO FORGE CO. SALES CONVENTION

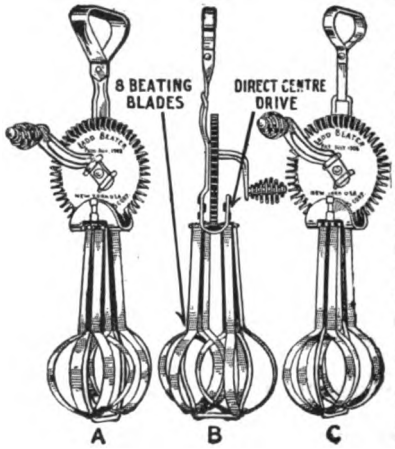
In line with their policy, the Buffalo Forge Co. held their annual sales convention recently, which was one of the most interesting and helpful meetings ever held.

Quite a number of representatives from out of town were present, as well as the meeting being attended by 35 or 40 of their home office and factory men.

It was arranged that all discussions on pump subjects would come up in one day, everything regarding the construction of apparatus built in the Buffalo shops on another day, credit and other matters at still another session.

It is such gatherings as these that enable their representatives to keep in close touch with what the home office and factory is doing, and with the knowledge thus obtained at first hand, it is no wonder their representatives are so full of inspiration and enthusiasm for the Buffalo lines.

A NEW SIZE OF LADD ALL-STEEL BEATERS



United Royalties Corp., New York, are now shipping No. 0, a smaller ALL-STEEL (the only ones) LADD BEATERS. This is especially suitable for smallest families and completes the range of this line to cover every requirement in hand-power devices. These numbers are of equal quality, that is of steel throughout, no wood or cast-iron to rust, gather dirt and discharge it into the mixture; being nickel-plated over all, they are easily cleaned, thus absolutely sanitary. Construction of these Beaters has long proven them to be of perfect design; then, too, they are guaranteed.

Fowler & Byron Hardware Co. are successors to File, Fowler & Lingle, at Irving, Ill.

Holly-Mars Co., who recently engaged in business at Centralia, Wash., report a satisfactory season thus far and a splendid outlook.

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DRESSING THE GUN WINDOW FOR SALES

A novel gun display feature has been instituted by the Winchester Repeating Arms Company.

The gun bands shown are printed in gold, red, gray



and white. These bands are handsomely designed, and when placed over the dark gunstocks are a big help to sales.

They are designed for rifles and shotguns and are easily attached to and removed from the stocks. They stamp the arms with a distinct individuality and are bright enough to be seen from a considerable distance.



Originally they were designed for window display purposes, but they are also valuable for interior display in the dealer's store, where they serve to attractively brighten up his store. The use of these rifle and shotgun bands insures that the dealer will tie-up his rifle and shotgun display with the manufacturer's national advertising campaign, which is being conducted in the largest weekly, sporting and trade magazines, billboards, motion picture houses and local newspapers with the idea of reaching every gun user in the United States.



Another point of value in these rifle and shotgnn bands is that they indeliby register in the consumer's mind that Mr. John Smith, dealer in rifles, shot guns and ammunition, carries this particular manufacturer's line.

Another use is that it insures the customer against any possibility of substitution, by way of the "just as good" path. Any rifle and shotgun window display will have a far better appearance if each gun bears this attractive band on its stock, than they could have with just the display of plain guns. The increased attractiveness of the product is what always invites customers into the store.



These rifle and shotgnn bands are furnished free of charge and a sufficient supply may be had by writing the Winchester Repeating Arms Company, New Haven, Conn.

ATTRACTIVE LEVEL CATALOG

J. H. Sands & Sons, Detroit, Mich., have issued a catalog in colors showing their well-known line of Mason levels, in plain, brass bound and aluminum.

It is one of the most attractively gotten up catalogs in this line that we have seen for many a day. It gives information that is readily accessible. All levels are shown in the natural colors and all information is given in each instance.

J. Sands & Sons would doubtless be glad to send a copy of this catalog to any of our readers upon request.

Pete Perazzo has leased a building, in which he will open a hardware store and also carry auto accessories, at Sonoma, Cal.

A. W. Leveen, formerly of the El Centro store, of Varney Bros. & Co., has been appointed manager of the hardware department of the Imperial store, to succeed J. M. Nelson, who has resigned.

A NEW REMINGTON UMC PUBLICATION

Believing that the retail dealer prefers to know exactly what he is getting in the way of selling helps before he requests them, The Remington Arms Union Metallic Cartridge Co., Inc., New York City, have issued a book in which their various dealer aids are reproduced in actual color. The book contains a sheet of four post cards for ordering purposes, the card being so arranged that the helps selected may be checked with the least possible trouble.

The dealer helps shown in the book are sent free of all charges and include (booklet) "Ready-Made Advertisements for Remington UMC Dealers," literature upon the entire line of firearms and ammunition, cloth sings for indoor and outdoor use, window and store display lithography, post cards for special announcements, lantern slides stencilled with the dealer's name and address, lithographed envelopes in four attractive designs imprinted with the dealer's name and address, and indoor and outdoor metal signs and window decalcomanias (transfers).

The front cover of the book is a reproduction of the painting by Lynn Bogue Hunt showing a golden eagle swooping down upon a flock of Canada geese. The design of the Remington UMC 1919 calendar was made from the same subject, as many dealers will quickly recognize. Any Remington UMC dealer is welcome to a copy of this book sent postpaid upon request.

WOOSTER BRUSH CO. PROVIDES SICK BENEFITS AND INSURANCE

The Wooster Daily Republican, of Wooster, Ohio, recently made mention of the fact that the Wooster Brush Co. closed a most successful year, and are undertaking to provide sick benefits, whereby employes who should become sick or incapacitated for any cause whatever will receive a certain fixed amount, dependent upon their average wage, and length of time of service, running in amount from $500 on those who have been with the company for one year, up to $1,000 for those who have been in the service of the company for ten years or more.

The Wooster Brush Co. was founded by Adam Foss in 1851, and is now being operated by the third generation of the Foss family. It is in a most flourishing condition.

They are one of the largest manufacturers of high grade paint brushes in the United States, and are favorably known by large buyers from one end of the country to the other. They do a large export business in Australia, South America and India.

N. R. Boysen has succeeded T. G. Skalet at Mayville, North Dakota.

The Redding Hardware Co., Redding, Kan., have succeeded to the business of H. J. Connell.

Hugh L. Mosher has purchased the hardware business of G. A. Foote, at Parkersburg, Ia.

Van Gerpen Bros., Aplington, Ia., have disposed of their hardware stock to Lindeman & Brower.

N. B. Hull has purchased the interest of Jack Thompson in the hardware business at Yreka, Cal.

Patten & Davies Lumber Co., Alhambra, Cal., have opened a hardware store and lumber yard at Garfield, Cal.

O. L. Georges Hardware Co., 728 North Main St., Wichita, Kan., have purchased the Rowlee Hardware Co. stock.

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THE MUNICIPAL AUTO

(Dedicated by the HARDWARE WORLD to Thomas Witten, Hamp Williams and all other successful merchants who take an active part in community welfare.)

If you rise and ask the question, then I'll give
it to you straight:
This here job of city buildin' is a man's-size
job of late;
But at that it 'minds me somewhat of the driv-
in' of a car—
Which the same is quite some contract, if you
hope to travel far.

First, you make minute inspection clear from
stem to stern of it
To be certain that your precious little benzine
buggy's fit,
Then you find out how much fluid; for the fact
remains, alas,
That the city, like the auto, can't go forward
without gas.

Now, your town may have a starter, but you've
got to make it start,
So set your spark and throttle—that's the nice
and easy part;
And you find and press the button—hear the
little giants come!
It's the soothin'est of music, when the motor
'gins to hum!

But you can't sit back and listen if you want
to make 'er move,
There's a bit of foot-and-hand work 'fore you'll
get 'er in the groove.
You proceed to throw the clutch out, put the
gear-shift down in low,
Let 'er in, and not too sudden—golly, watch
the old boat go!

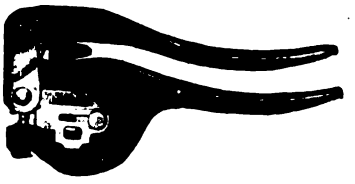
There's a wheel to keep your hand on, there's
a goal to hold your eye,
And so long as goin's easy, you can let 'er
drift on high;
But the road's not all macadam, and you've got
to look alive;
And there's now and then a crossing—so it's
just a case of drive.

'Course, you're liable to punctures, with a
blowout here and there,
But you're ready with an extra and a tube or
two to spare;
Now and then some pesky knocker sprinkles
glass along the way,
But you work the autostraddle — though you
have some words to say.

When you strike the heavy goin', when the hill
is long and steep,
Nothing's lost by movin' slowly, get in low and
let 'er creep;
By and by you'll strike the level—there'll be
all the joy you need;
That's the time to kick the throttle—there's no
limit to the speed!

As I heretofore made mention, towns are some-
what like machines,
And I 'low the man who's loyal understands
just what that means;
Though the engine coughs and wheezes like as
though it longs for rest,
Though it's just a bum one-lunger—to the own-
er it's the best!

A SERVICEABLE METAL PUNCH



The Parker Supply Company, of 785 East 135th street, New York, have added several valuable features, and made several beneficial changes on the Parker Metal Punch No. 0, which tool has attracted a great deal of attention among the sheet metal trades for its simplicity of construction and the fact that it has greater punching power than any tool of its size.

The illustration in this article showing this improved Parker Metal Punch No. 0, by which name this tool will be known, points out only one of the new features that have been added, that is, the Front Pointer and Side Gauge, which combination does away with the necessity for looking in the throat of the tool to locate a center and also obviates the necessity for center-punching, thus saving time and labor, besides making a more perfect job.

The Parker Metal Punch is now being made of drop forged steel.

The Side Gauge also acts as a wrench for removing of punches and as a screw driver for the replacing of dies. This screw driver attachment has been made particularly wide, as it oftentimes happens that when using a small screw driver on a die of this nature, the end will chip off.

The set screw which held the punch in place in the No. 0 Metal Punch has been done away with, and in its place a nut holds the punch in a permanent rigid position, which adds considerably to the life of punches and dies. The manufacturers claim that this tool will punch with ease a 17-64-inch hole in No. 16 gauge metal.

This improved tool will be sold through hardware and tinners' supply jobbers and dealers, and although many improvements have been made, as readers will see, the price remains the same as on the No. 0 Punch.

Literature and information will be gladly furnished to any interested reader upon request to the manufacturers.

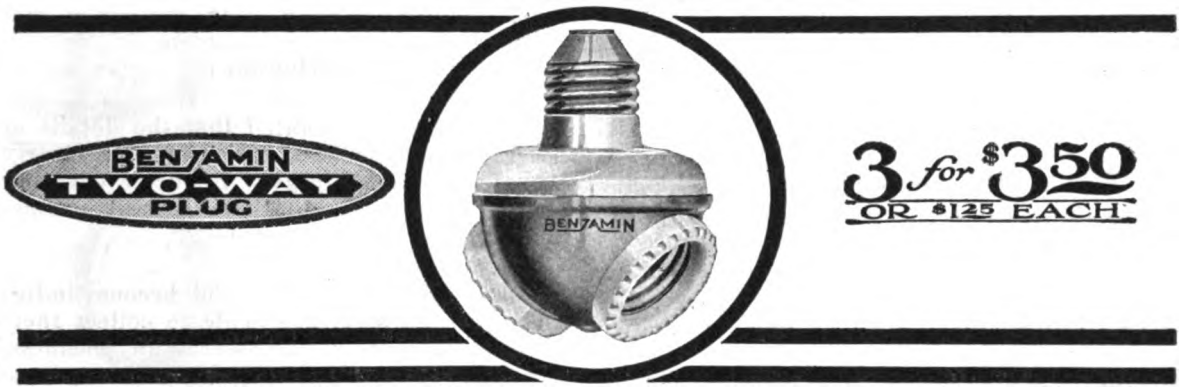
John Strong has purchased the hardware stock of Corning & Barron at Iron Mountain, Mich.

Joe T. Head, formerly with Page & Head, who have retired from business, has purchased the hardware business of Allison Bros., 440 Third street, San Bernardino, Cal., reports a very satisfactory season's outlook.

The Eymann Garage, which is the auto accessory department of the Eymann Hardware Co., at Parlier, Cal., occupying a separate building, have been incorporated with a capital stock of $50,000, the stockholders being the same as the Eymann Hardware Co. They are adding materially to their stock and sales force.

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2-WAY PLUGS PROFITS



The unquestioned salability of Benjamin Two-Way Plugs (the No. 92 Plug Cluster) justifies your stocking them in large quantities and making them a prominent feature in your merchandising of electrical appliances. Besides, there's a two-way profit in two-way plugs—the customer gains in a greater and easy use of his electrical services; you sell, at a good profit, a reliable device that makes friends for the house.

Descriptions and illustrations of the numerous adaptations of the Benjamin Two-Way Plug are advertised in Thirty-One National Magazines, carrying the message, month after month, into millions of homes wired for electricity. The idea of buying 3-at-a-time is always featured, and attractively colored counter cartons, cut-outs, folders, hangers, stickers, etc., all available to you, make an irresistible tie-in for you on this national advertising.

All Two-Way Plug Advertisements mention Benjamin No. 2450 Shade Holder and No. 903 Attachment Plugs. These are good-looking, reliable and salable, and should be stocked heavily. For further information write our Advertising Department, 806 West Washington, Chicago, Ill.

BENJAMIN ELECTRIC MFG. CO.

Sales Offices

247 W. 47th St.
New York

806 W. Washington Blvd.
Chicago

590 Howard St.
San Francisco

BENJAMIN

Makers of Things More Useful

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Don't talk about what you are going to do—go ahead and do it!

It is easier to accept a position than it is to hold a good job.

THE FOUR STEPS

The first requirement for getting results as a salesman is to know yourself.

The second absolute essential is to know your goods.

The third necessary qualification is to know your customer.

And the fourth big punch is to have enough decision to stop selling and to close the deal.

NO ONE CAN BEQUEATH YOU MORE TIME

"Ye Gods! Annihilate but space and time!"—Pope.

Time. It is our most precious belonging. We may inherit houses and lands, and there is no limit to the number of dollars we may secure through labor, inheritance or investment.

But who is there to leave us more time? Who, dying young, can bequeath us extra years to live? We have our precious allotment that we can make go as far as possible, but no power on earth can increase our allotment.

Primitive man trudging on foot wherever he went, carrying his meagre possessions on his back, a heavy stick his only weapon, did very little during his allotted days. He ate when he could, tearing the half-cooked meat from the bones with his sharp teeth, but he hadn't the means wherewith to realize the ambitions which moved always in his breast. His barren life was an unfinished answer to the riddle of time.

The struggle of man since the first streaks of the dawn of history crept across the sky has been to live more and do more within his allotted time. If we cannot increase our minutes, we must increase our achievements during those minutes. If we are born to hear only so many solemn clock ticks, we must make the face of the clock each morning look out upon a busier and more resultful day.

Good publicity can be defined as simply letting the right folks know, in the right way, that you have the right article for them.

Does your advertising do it?

Never take for granted that the details of an arrangement will be carried in mind clearly and safely. We all forget. Reduce everything to writing, and make that writing worth something by the proper signatures.

Customers who protest and become indignant when attempts are made to collect their legitimate bills are not an asset to any business, so their favor or disfavor is of less consequence than the proper adjustments of claims against them.

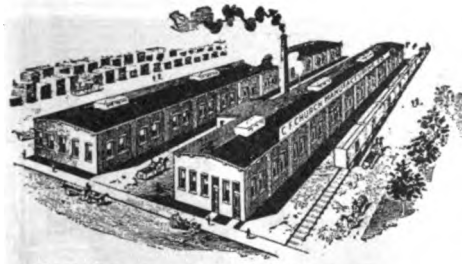
THE CURE FOR UNREST

There is one sovereign cure for unrest. That cure is work. In an ideal democracy there can be no "leisure class," or any other "class," for that matter. In a true democracy everyone works. There are no idlers. A democracy has no room for the loafer, whether he call himself an aristocrat or a plutocrat.

The example set by work is contagious. It is not enough for one man to set another to work, and then sit down to watch him. Both must work and thus set an example for each other. If you do not work yourself you have no license to rail at others for not working. And whatever you may be pleased to call other idlers you must in fairness call yourself, if you, too, are an idler.

Work. Find something to do, something useful and healthful and productive. "When Adam delved and Eve span, who was then the gentleman?" The modern gentleman is the man who works, who contributes his share to the sum total of the world's production, of the world's wealth. There is a dignity in good, honest labor, no matter what it may be, that cannot come to you in any other way. Work with your mind, work with your hands every day. Set an example of industry. And you will come to your couch at night comfortably tired, reasonably content, and as happy as it is given to mortal to be.

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OUR NEW PLANT, 20000 SQ. FEET
OPERATED ENTIRELY BY ELECTRICITY
HOLYOKE, MASS.

C. F. Church Mfg. Co.

CAPITAL $ 25,000.00

MANUFACTURERS OF
THE FAMOUS WHITE PYRALIN CLOSET SEATS,
TANKS, BATH-ROOM CHAIRS, STOOLS, MIRRORS, FRAMES,
MEDICINE CABINETS, TOWEL BARS, ETC.

THE ORIGINAL AND LARGEST MANUFACTURERS OF THIS LINE IN THE WORLD.

HOLYOKE, MASS.





HOME OF
SNOW WHITE PYRALIN

White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

The spotless, snow-white appearance of Pyralin products pleases customers, draws trade and holds it.

Satisfaction in a superior product brings the buyer back again and again.

Pyralin products cost no more than the inferior, so insist upon the best—the Church quality. It pays you.

Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.





THESE GOODS CAN BE OBTAINED FROM THE LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM.
If you cannot get them, address for information W. E. GILCHRIST, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

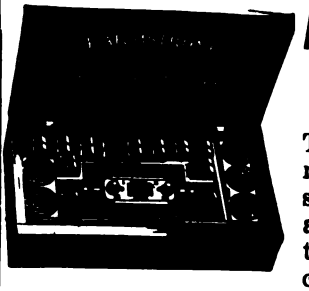
Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.
Pittsburgh, Pa.
38 SOUTH DEARBORN ST., CHICAGO, ILL.
Factory, Oakmont, Pa.



ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

Tools with an Enviable Guarantee.

Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

THE ARMSTRONG MFG. CO.
276 Knowlton St.
Bridgeport, Conn.

In writing the company address Department HW.

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INCREASING THE PLUMBER'S BUSINESS

The farmer when he thinks of increasing his crop does not as a rule think of buying another farm to do it. Rather he thinks about increasing the productiveness of the land he has.

But there are a great many business men who, when they think of increasing business, think only of reaching out and bringing in new customers.

Here is where many plumbers make a mistake. People are buying more goods today than ever before. The average person is making more money and he is spending more, and the plumber in laying plans for increasing his business should not lose sight of his opportunity of increasing business by selling more to his present customers.

Think, for instance, what it would amount to at the end of the year if every customer entering your store should buy just twenty-five cents worth of goods more than he had thought of buying, and suppose you have an average of, say, thirty customers a day. Figuring 300 business days for the year, that means an increase of $2,250. Suppose these customers are served by one clerk. That means the clerk's service worth considerably more to your business.

But suppose you have several salesmen, each serving an average of thirty customers 300 days in the year, and increase their sales an average of twenty-five cents for each customer. At the end of the year your business has certainly an increase worth considering.

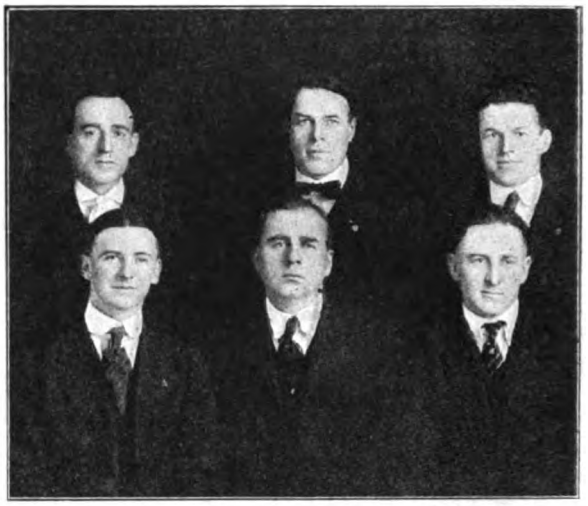
While these figures are of course used merely as an illustration, they are not unreasonable when we think of the thousands upon thousands of customers that are leaving stores every day with no attempt to sell other than the goods asked for by the customer.

The writer knows from personal experience that this is true, for on more than one occasion when he has had a plumber doing work, he has suggested the use or purchase of some article to make the work more efficient, and has been met with the statement that "I don't carry that" or "I don't believe that could be had," and it has been necessary to go to some other mechanic or store in order to get the desired goods.

Such instances have not happened with cheap plumbers either, but with men prominent in the Master Plumbers' Association, in fact officials of such associations whose work as far as mechanics go was thoroughly reliable and trustworthy in every way, but some overlook the mercantile instinct for furnishing some article of convenience that would be desired.

If plumbers would study the methods of merchants in other lines, and put them into practice, their business could be materially increased.

How much know how have you for sale?



CHAMPION BOWLING PLUMBERS

Here are the six members of the M. L. Kline bowling team, who proved during the season just passed that they can bowl circles around any hardware or plumbing team in the West. In fact they are among the championship teams of any class. Individually they are as follows: Top row—Jim Bell, Charles Kruse, George Henry. Bottom row—J. W. Blaney (captain), J. B. Konz, King Cole.

Mr. F. G. Echols, for many years general manager of the small tools department of Pratt & Whitney Company, of Hartford, Conn., has accepted a position as vice president of the Greenfield Tap and Die Corporation, of Greenfield, Mass.

Compete with your own past record and let your competitor alone.

Getting a start in life depends as much on how you start as where you start.

You'll be another man from the moment you inaugurate modern merchandising methods.

In these days of modern merchandising, service is one of the most important parts of the business. Business is no longer a matter of price, but the most important feature of successful merchandising today is the quality of the goods handed out in the proper manner.

It is astonishing how many people give up their coin for goods, stocks, or business propositions concerning which they know nothing except somebody else's say-so. The advice of a keen lawyer, a friendly banker, or the services of an expert accountant, may seem troublesome or expensive in the beginning but in the end may save distress, disappointment and heavy loss.

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FAULTLESS QUALITY
MLK
PROMPT SERVICE

M. L. KLINE

Plumbing, Heating, Mill and Steam Supplies

Exclusive Agents for
The William Powell Company
Valves and Specialties

30 Years Wholesaling in Portland

84-86-87-89 FRONT ST.

Garden Hose Valves

OF

Recognized Quality

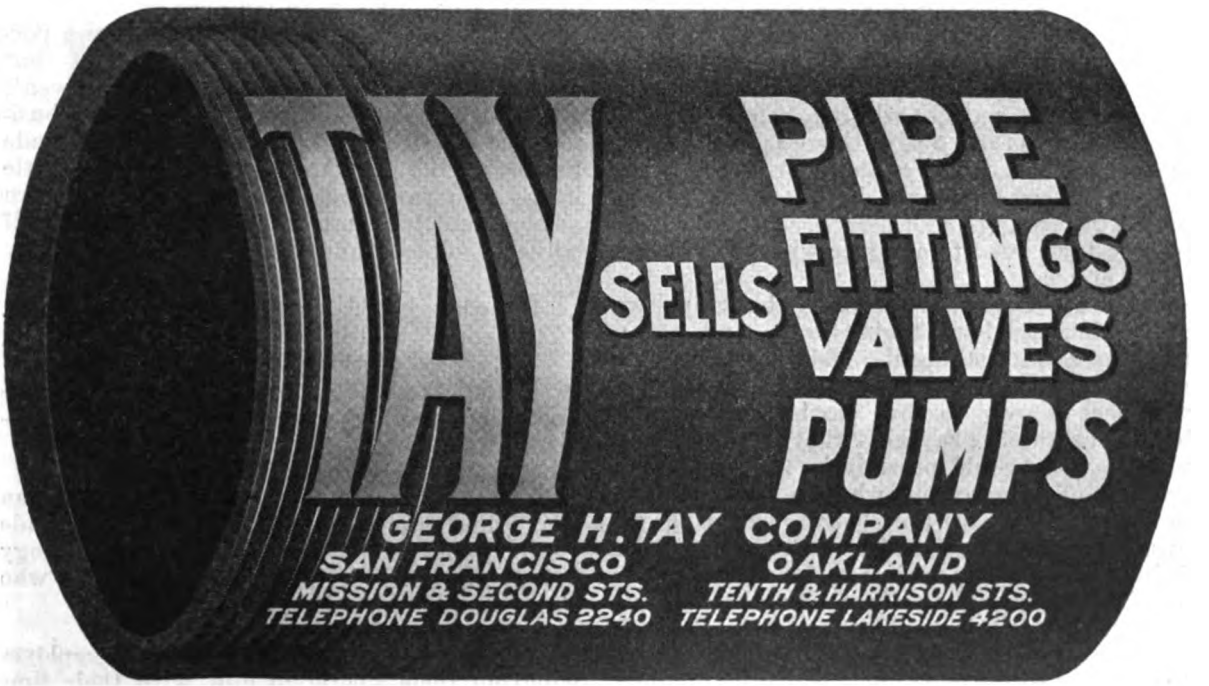
Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.



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Making Business, Not Taking It

(By Harry Gale Nye)



IF THERE is one word more than another that has been overworked like an annual pass, it is that grand old expression, "competition." We are always being told how to meet it, and beat it, and eat it alive. It is blamed for most of our troubles, and given credit for most of our success. We are always saying that it is "the life of trade," but we mean the other fellow's trade, not ours. We believe that competition is a grand, good thing, but we don't want any of it ourselves. Personally we would prefer not to have a competitor within a mile of distance or a dollar of price.

But, since none of us can have a monopoly of our business, or some other business, in our neighborhood or town or territory, the next thing we are taught is the necessity of "meeting" it. We are told of advertising, for one thing, and for why? To get the trade that would otherwise go to the other fellow's shop. We are told by some to figure close—to meet that same old bogey man of "competition." Whenever that little word "competition" sneaks into a man's mind he quits thinking about his own business and begins to think about the other man's.

Making Our Own Business

Now, it seems to me it is about time for us to quit thinking about ways to win trade away from the other fellow's establishment and begin to think about ways to win it to our own. If I am going to lay out a path to my factory door I am not going to start at the door of the other fellow. I am going out in the open market where the trade is, or where it can be made to be, and lay a road to my door without thinking much of his.

In other words, I think it is about time we quit thinking about taking trade and began thinking about making it. Did you ever notice when a hen finds a worm how the whole flock will beat it over to that particular spot and begin to scratch away as if that were the only place a worm could possibly be found? There are a lot of us merchants who are like a chicken in that regard. We are always neglecting our own yard to run over and scratch in some other fellow's. There may be just as fat worms in our own as were ever uncovered, if we would just dig a little. But instead, we run around like a rooster, and develop our legs a good deal more by running than we ever do our toes by digging.

To my mind, the purpose of advertising isn't to get into the other fellow's yard, but to develop our own. The business of advertising is to create desire, to make jobs, not merely to take them. The fellow who goes after business only after the desire has created itself is living on wild turnips, when he could be feeding on lettuce and sweet corn by doing a little seeding and planting and cultivating in his own back yard.

It would be a blamed sight better if we would think of our customers instead of our competitor's. The kind of advertising that says, "If you are thinking of putting in a bathroom, we would be glad to furnish an estimate," may get some business; but the advertising that will get more, and get it without having to run the gauntlet of a lot of competitive figuring, is the kind that gets the customer to thinking of putting in a bathroom or building a house when he isn't thinking of it at all.

It's a safe bet, if you investigated you would find that the fellow who yells the hardest about competition has one competitor that he isn't doing a thing to meet—his own inertia. He is always looking for things that are already up, instead of planting seed. Then when a plumbing job shows itself above the ground and some competitor grabs it off; he hollers bloody murder. There are plenty of fellows who know nothing about the needs of their community until those needs are expressed in the form of an actual inquiry. They did nothing to ascertain the need and create the desire, but they feel hurt if they do not reap the harvest.

Of course, these fellows are exceptions, perhaps. But if I had any advice to hand out—but I need advice myself so much that I haven't very much to spare—it would be to make business instead of take it, to try to meet the trade instead of the price, to scratch around a little in my own yard and plant a little in my own garden, and let competition take care of itself while I took care of my community.

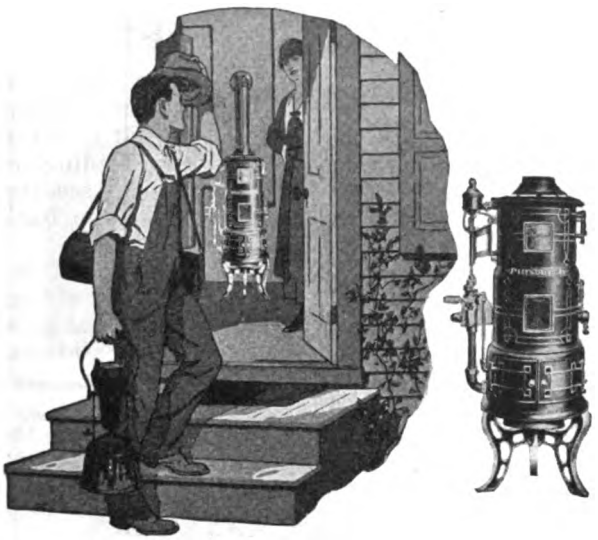
Do what you're paid for and then some. "Then some" will bring the results.

If the "sit-stiller" methods haven't produced business for you, why not try the "go-getter" methods?

You know what happens to the physician who stops studying the advancement made yearly in medicine. He becomes an old fogy before his time. Same with a merchant who stops studying his business.

The merchant who is liberal to his employes will find them liberal to him with their time and their energy, and the energy of the employes is a big factor in the success of any business.

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No Returning to the Job

YOU never see the Pittsburgh Water Heater again, after you have installed it. You slip a nice liberal profit into your pocket and feel sure that there will be no returning to the job to eat up that profit.

It takes no more time or selling effort to sell a Pittsburgh, with greater profit, than it does to sell an ordinary heater with less profit. And you are always sure of a Pittsburgh giving the utmost satisfaction.

Pittsburgh Water Heaters

are made by the oldest and largest manufacturers of gas-burning water heaters in the world. There's not a hot water requirement, small or large, that we can't meet—and at the right price.

Merchant plumbers would do well to make the acquaintance of our Sales Promotion Department. You'd be surprised at the amount of help we can give you in building up this line of your business.

Many plumbers think that the installation of gas-burning water heaters should be left to the company supplying the gas. This is wrong and they thereby lose the profits from such installations. Write us today for descriptions of our automatic and tank water heaters. Add them to your line. Push them and watch your business grow.

PITTSBURG WATER HEATER CO.
Pittsburgh, Pa.



Hygieno

prevents constipation

The Hygieno Closet Bowl enables the body to rest in a natural position which brings the muscles of the back and abdomen into play. The bowels are quickly and completely emptied.

The Hygieno Closet Bowl is thirteen inches high—three inches lower than the old-fashioned type.

The Hygieno Closet has more talking points than any other closet. Many people are replacing their old-fashioned closets with Hygieno closets.

There are three types of Hygieno Closets, all of which are silent in operation.

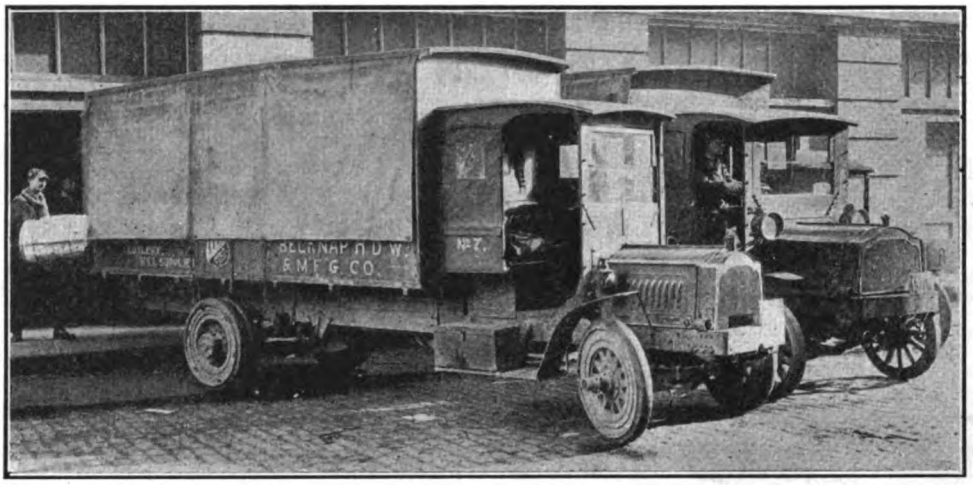
Hygieno—the noiseless closet of the most modern type. Hygieno De Luxe—the all white closet which is similar in action, but has every bit of metal concealed. Hygieno Junior—an efficient, good looking, low priced closet.

PACIFIC PLUMBING FIXTURES

For Sale by all Jobbers

Main Offices:
67 New Montgomery St., San Francisco
Factories: Richmond & San Pablo, Cal.
Branches: Los Angeles, Salt Lake City, Portland

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Transportation Engineering Is Often Human Engineering

Increasing Service and Mileage by Bonus

(Copyright, 1919, by Transportation Engineering Department, Packard Motor Car Company.)

One of the most progressive motor truck operating concerns in the East found its advanced plans for operating severely limited by the rules of a local labor organization.

The management knew that there was a large margin for increased service from its own motor equipment, provided teamwork could be secured from drivers on a basis that would harmonize with labor regulations designed to protect drivers in general against less progressive employers. It was anxious to install some bonus system under which drivers could do more work and earn more money.

Two problems of first importance were:

1. How to secure the whole-hearted confidence of the drivers themselves in any suggested plan.

2. How to conform with the regulation as to hours, miles traveled, tonnage hauled and so forth.

The whole problem was submitted to transportation engineers.

"What can we do to improve conditions for both our drivers and ourselves" was asked. "We must get close to our drivers, get their viewpoint. We must do something—but what shall it be?"

Now transportation engineering is not entirely a matter of mechanical details—it must often take into account just such human problems. Through previous experiences in dealing with the human equation, bringing out teamwork and corps spirit among drivers, the investigators were able to make recommendation which have already begun to clear up difficulties.

A bonus offered for greater mileage, or the handling of a larger number of packages per trip, or the operation of motor equipment a greater number of hours daily, would not have solved the problem. Fortunately, these are only a few of the methods by which greater truck efficiency can be secured. So a bonus system was based on other factors.

The drivers were divided into groups, and bonuses offered for the first men in each group who operated their trucks on the greatest mileage per gallon of gasoline. Another form of bonus was the payment of a substantial money addition in the wage envelope of each driver who ran tires beyond the guaranteed mileage. These preliminary bonuses conflicted in no way with restrictions imposed by the labor organization, and were plainly an offer by the company to share with its more intelligent and careful drivers the money saving due to their teamwork. The gasoline bonus gave drivers immediate results, more tangible dollars in the pay envelope, and started among them interested discussion about individual schemes for economizing on gasoline.

The first great need was to demonstrate the company's fair spirit in making bonus offers, and its honest desire to share economies with employes. It was made clear to the company officials that they had on hand a task which might require several months before a foundation could be laid for securing teamwork in the increase of mileage and tonnage.

To keep up the interest during this period it was suggested that bonus plans be frequently changed, and other schemes of payment for economical operation were outlined.

Increased Mileage From Gasoline and Tires

for example, is linked closely with correct lubrication of the motor and intelligent maintenance of the engine, clutch, transmission and rear axle. Bonus payments were offered for attention to lubrication. If the driver went over his truck daily and examined oil and grease points systematically, kept the rear axle filled and the engine oil at correct level, he got a bonus, and this could only be forfeited by his own neglect. Another bonus following the same principle was paid later for securing maximum daily mileage without exceeding the speed limits.

Really there were two great purposes in this plan, neither of which conflicted in any way with the restrictions imposed by the labor organization, or promoted anything but good feeling among drivers. One was to establish better human relations between the company and its employes, and the other was a systematic training course in driving efficiency, the various bonuses offered successively for good operation being planned with a view to centering drivers' interest upon the points that reduced cost of operation and lengthened the life of motor equipment.

The average truck driver, unfortunately, has often been led to believe that nobody is particularly interested in his welfare, his efficiency or his future, and

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YOU GET THE SIMPLEST AND BEST COCK EVER MADE when YOU SPECIFY **B. B. HIGH PRESSURE BALL COCK**



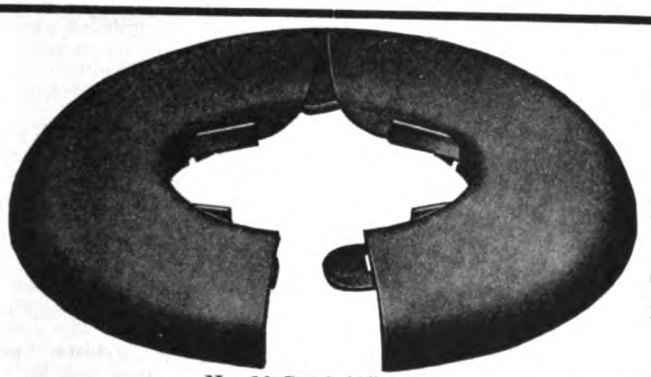
Has Only One Packing Which Is Readily Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Plimpton St., Waltham, Mass.



No. 10 Steel ¼" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.
Largest and Oldest Plate Company in the World.

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St. San Francisco, Cal.

GAS or OIL or WATER or STEAM

is *absolutely safe* where

Rhode Island

UNIONS are in use



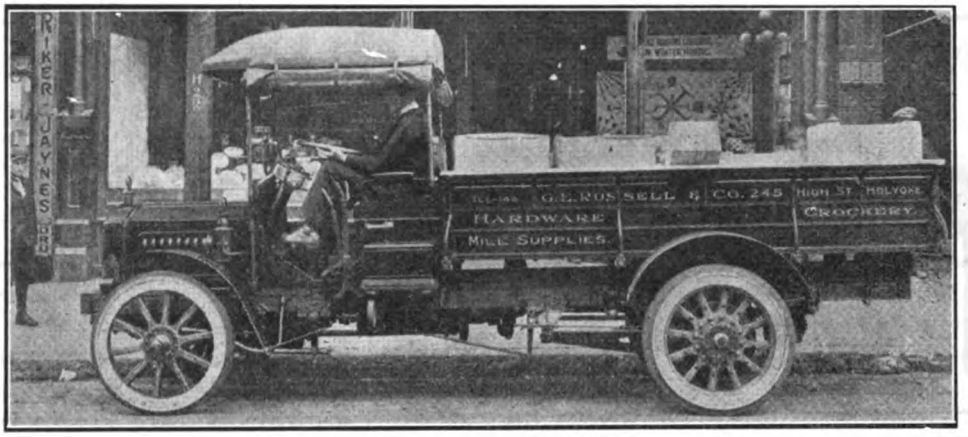
The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island

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naturally takes a correspondingly low interest in his work.

Through an economy contest among drivers under which cash bonuses were paid for savings in gasoline and oil, another Eastern concern was able to effect, in two months, decreases in consumption of these items amounting to more than $2100 a year on eight motor trucks.

Transportation engineers were asked to make a study of this concern's motor equipment and operating methods and suggest improvements. The equipment consisted of five five-ton trucks and three six-ton trucks. The cost-keeping system in use did not cover all items adequately, and difficulty had been experienced in securing teamwork from drivers, who were careless about making daily entries. The National Standard Truck Cost System was recommended, and installed. To secure the interest and co-operation of drivers from the start, a small monthly cash bonus was offered, to be distributed among those who secured the most mileage from gasoline and oil. This immediately centered attention upon those items and led to careful entries daily by drivers upon the blanks provided for that purpose. Economies were secured from the start. The first month's records showed the lowest gasoline and oil expense the company had ever experienced. Moreover, there was a reduction of expenses in the second month over the first, and still further reduction the third month.

The following detailed records for each truck show what can be accomplished by giving drivers a new viewpoint as a basis for efficient operation and teamwork with the employer.

Truck No. 1—A five-ton; cost per mile of gasoline and oil in cents, first month, 15.5; second month, 11.33; third month, 9.0. Miles per gallon of gasoline, second month, 2.24; third month, 2.69. Saving, third month over first month, $32.50.

Truck No. 2—A five-ton; cost per mile of gasoline and oil in cents, first month, 18.0; second month, 16.5; third month, 10.5. Miles per gallon of gasoline, second month, 1.53; third month, 2.41. Saving, third month over first month, $37.50.

Truck No. 3—A five-ton; cost per gallon of gasoline and oil in cents, first month, 15.0; second month, 11.25; third month, 11.0. Miles per gallon of gasoline, second month, 2.19; third month, 2.20. Saving, third month over first month, $20.00.

Truck No. 4—A five-ton; cost per mile of gasoline and oil in cents, first month, 9.5; second month, 10.35; third month, 8.5. Miles per gallon of gasoline, second month, 2.36; third month, 2.92. Saving, third month over first month, $5.00.

Truck No. 5—A five-ton, cost per mile of gasoline and oil in cents, first month, 18.5; second month, 12.5; third month, 10.5. Miles per gallon of gasoline, second month, 2.1; third month, 2.43. Saving third month over first month, $40.

Truck No. 6—A six-ton; cost per mile of gasoline and oil in cents, first month, 9.5; second month, 8.0; third month, 8.2. Miles per gallon of gasoline, second month, 3.1; third month, 2.99. Saving, third month over first month, $6.50.

Truck No. 7—A six-ton, cost per mile of gasoline and oil in cents, first month, 10.25; second month, 8.25; third month, 7.33. Miles per gallon of gasoline, second month, 2.82; third month, 3.36. Saving, third month over first month, $14.60.

Truck No. 8—A six-ton; cost per mile of gasoline and oil in cents, first month, 11.5; second month, 9.5, third month, 7.0. Miles per gallon of gasoline, second month, 2.6; third month, 3.57. Saving, third month over first month, $22.50.

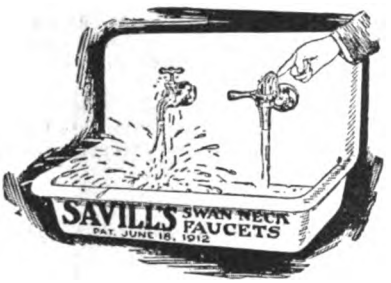
Trucks Nos. 1 to 5 inclusive are a different make from trucks Nos. 6, 7 and 8. This fact may account for the apparent difference in cost of fuel and oil.

The average increase in miles per gallon for the five five-ton trucks was nearly 25 per cent, as they ran 2.08 miles per gallon the first month, and this was boosted up to 2.53 miles per gallon the third month. The average increase for the three six-ton trucks was from 2.84 miles the first month to 3.31 miles the third month. The total saving in gasoline and oil during the third month as contrasted with the first month was $178.60, so that, should no further improvement be shown in the operation of this motor equipment, but the third month economies be maintained, there may be anticipated during 1919 a saving in gasoline and oil alone for the eight trucks of $2,143.20. This saving is being effected at a cost of $20 per month for bonuses, or $240 per year. It has been found that the National Standard Truck Cost System involves no greater work either by drivers or the employer's accounting department than the less comprehensive system which it displaced.

As a result of monthly bonus contests further benefits were secured. Drivers knew that their records were being kept by a more comprehensive system, and that their daily reports were subjected to the employer's inspection, and comparison of one man's record with others. This led to a definite effort to reduce gasoline and oil consumption, which, in turn, showed results in maintenance of the chassis, increased tire mileage and lengthened life of the machines.

In this case, another interesting outcome of better cost records and comparison of the performance of each truck in the fleet, was the elimination of one truck which fell behind the other seven in its economy of operation. During the third month of the contest the company experienced a falling off in its trucking requirements, so that it became advisable to sell one of its trucks. The comparative cost figures unmistakably indicated the truck which through depreciation and lack of adaption to the service, was most expensive to operate. This was sold, and later replaced with a new truck of the type which showed the greatest economy.

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Sold by all Jobbers and Plumbers' Supply Houses Everywhere

OVER 1200 PHILADELPHIA PLUMBERS

ARE USING AND SPECIFYING

SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

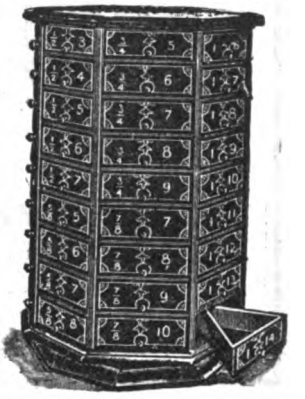
THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.



Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.
Dayton, Ohio





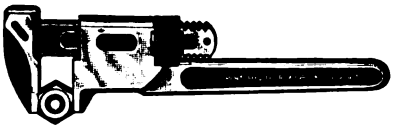
Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel



Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"



Trimo Nut Wrench
steel handle only

The Word Trimo

stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

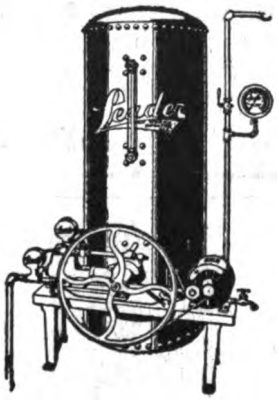
The four good points that make the **Trimo Pipe Wrench** superior are the **Spiral Spring,** always in place, the **Steel Frame,** that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools,** made by

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.

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TRADE Leader MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.
853 Folsom Street
San Francisco, California

Sole Distributors

ADVANTAGES OF DIXON'S GRAPHITE PIPE JOINT COMPOUND

Threaded joints that are gas-tight, permanent and easy to open can be made by using Dixon's Graphite Pipe Joint Compound. This is made in paste form from selected flake graphite and a vehicle. The experience of many years of producing this and the use by many of the largest railroads and gas companies have carried it to a high state of development. Because of the graphite used in its manufacture, threads can be screwed up a little more than with any other compound and the fineness of the graphite allows it to fill up the little cracks in the threads, giving a very tight joint. As graphite is inert to all known re-agents, such as acids and alkalies, the metals are protected very thoroughly from all kinds of corrosion. To burn graphite requires a temperature of 1400 to 1500 degrees Fahrenheit and pure oxygen, which makes the likelihood of burning out very small.

The compound is smeared on the threads and then screwed up into the fitting, thus giving a very uniform coating throughout. The use of this compound on long sections of pipe keeps up the gas pressure by preventing the troublesome leaks found along the lines. In addition the ease with which the joints can be unscrewed makes it vastly superior to either red lead or white lead, which depend for their effect on the hardening of the cement. For use around the retort doors where asbestos gaskets are used, the compound gives the necessary lubrication so that the doors open easily without tearing the gaskets apart or injuring them. Here also it acts as a preventive of corrosive action and keeps the asbestos packing in fine condition for a much longer time than is otherwise the case.

The advantages this compound has over red or white lead and other cements are the tight joints possible, the ease of opening and the greater bulk. This compound for an equal weight has fully three times the volume, which means three times the number of fittings can be put together. Flanges, ground connections, cylinder heads—in fact, wherever metal surfaces come together tightly—can have Pipe Joint Compound used to good advantage.

This material is put up in small tubes, one to twenty-five pound cans, and kegs of 50 and 100 pounds. Circulars and prices may be obtained from Department 230-D.

BUFFALO FANS BLOWERS AND EXHAUSTERS

The Buffalo Forge Co., Buffalo, New York, have issued section No. 400 of their catalog, showing their Buffalo fans, blowers and exhausters.

This is conveniently arranged for filing, and gives information every dealer should have at hand for ready reference.

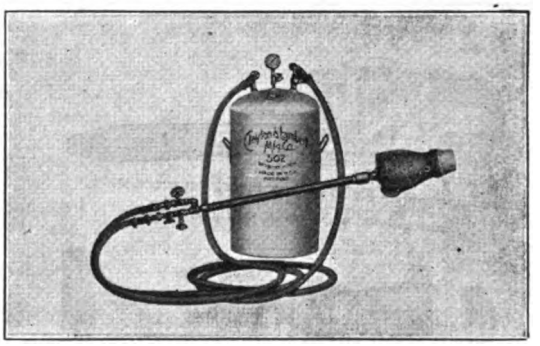
They will be glad to send copies of this section to any of our readers upon request.

C & L OIL BURNING MACHINES

The Clayton & Lambert Manufacturing Co., of Detroit, Mich., manufacturers of Fire Pots, Torches and Braziers for alcohol, gasoline and kerosene for more than 30 years, have recently added a new line of Oil Burning Machines, said to be the most powerful ever produced.

The makers claim that their Oil Burning Machines are fitted with burners made on a new, scientifically correct patented principal, whereby perfect combustion is obtained, consuming less fuel and compressed air and using more free air than any other make.

It is claimed that these Oil Burning Machines will soon save their cost in the saving of fuel and time,



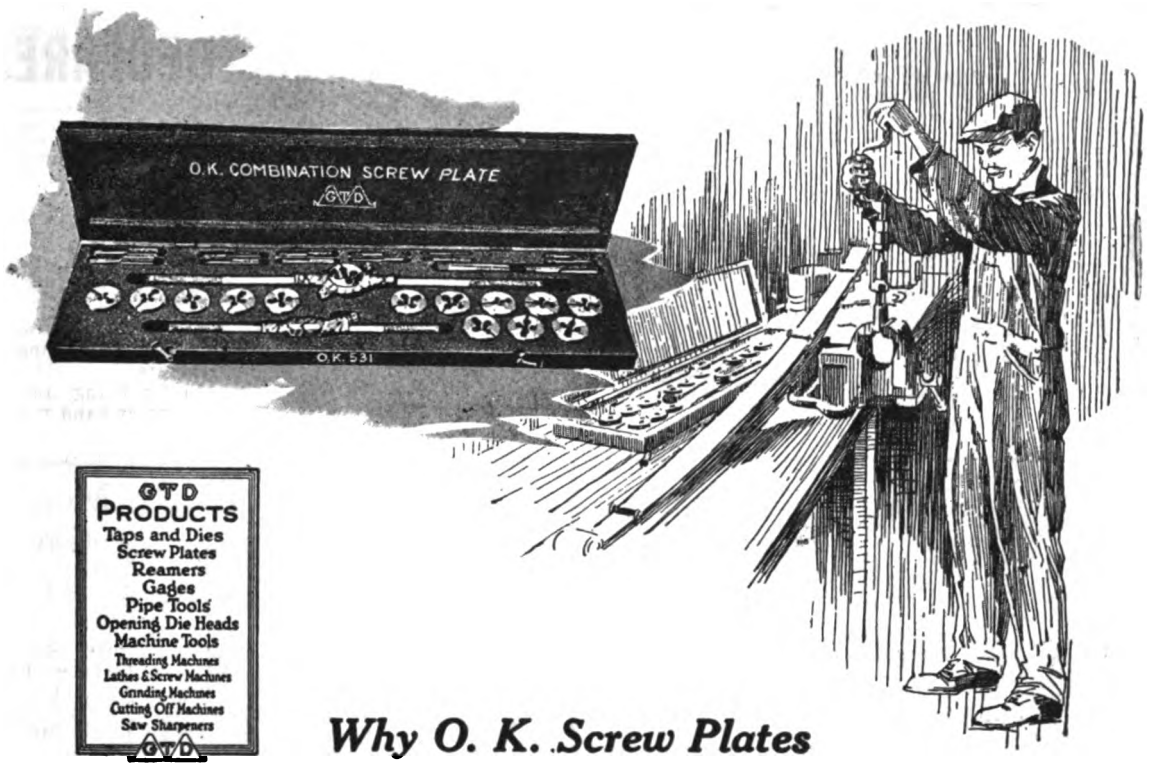
and are widely used for preheating before welding, for annealing, melting metals, straightening large frames, girders and rails, annealing armor plate and chains, shaping sheet metal work, brazing, heating and drying large ladles and skin drying molds and cores, lighting cupolas in grey iron, malleable and steel foundries, etc.

These machines are in general use in large industrial and ship-building plants, boiler and coppersmith shops, steam and electric railway shops, etc., and the fuel used is crude fuel oil, kerosene or distillate, and the machines can be operated by either compressed air or steam.

The Clayton & Lambert products are marketed through the jobbers, who are the distributors, and are well and favorably known to all the trade, and catalogues will be sent upon request.

Charles Marchese and Tony Giannone will open a plumbing shop at Los Banos, Cal. The firm name will be Marchese & Giannone.

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GTD
PRODUCTS
Taps and Dies
Screw Plates
Reamers
Gages
Pipe Tools
Opening Die Heads
Machine Tools
Threading Machines
Lathes & Screw Machines
Grinding Machines
Cutting Off Machines
Saw Sharpeners
GTD

Why O. K. Screw Plates are Good Sellers

Adjustable Guide Stock

The O. K. Stock, with its adjustable guide, takes the eye of every prospective customer. Handy, light and easily adjustable.

O. K. Dies

are forged from bar steel and provided with spaces in the back for chip clearance to prevent clogging. Your customers will like them.

O. K. Screw Plates

are low in price but high in quality. We stand back of them as solidly as we do all other G T D products. Your jobber has them.

Send for Catalog No. 40 A showing complete line

TRADE MARK REG. U.S. PAT. OFF.
GTD

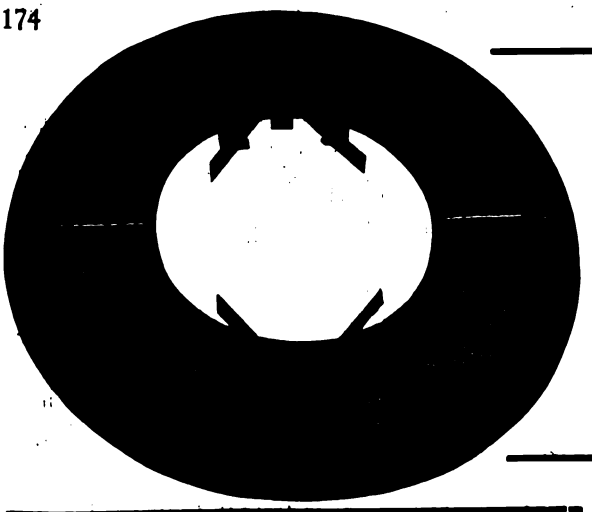
GREENFIELD
TAP & DIE CORPORATION

Greenfield, Massachusetts, U.S.A.

World's Largest Manufacturers of Screw Cutting Tools

New York 28 Warren St. | Chicago 13 South Clinton St. | Detroit 74 Congress St. W. | Canadian Factory Wells Bros. Co. of Canada Ltd. Galt, Ontario

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THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba, Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.



No. 32 Torch
List Price,
Each $16.00
Ask for
Discount

The C. & L. No. 32 Torch

is the Torch which the Best Mechanic buys because he knows that, with it, he can do better work in less time than with any other make, and with a fuel saving that will, in a short time, save him the cost of his Torch. The best material money can buy is used in its construction and the stock is made by experts skilled in the line. The best is always the cheapest in the end. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

Your Time Is Worth Money



Patented.
No. 50 Furnace, 1 gal.
No. 60 Furnace, 9 pts.

You, therefore, cannot afford to be bothered with anything but the best tools made. You should consider quality and merits first, especially when the best tools cost no more than the others.

The above statement applies to all tools used by mechanics. It is especially true about furnaces and torches. We offer for your use the "Always Reliable" line, which is fully guaranteed as to quality and workmanship. Furnaces and torches bearing this trade mark are fitted with many patented features and are considered the most practical on the market.

OTTO BERNZ - NEWARK, NEW JERSEY



No. 66
COIL FURNACE
For Gasoline
Drawn Steel Tank
Automatic Spring
Valve
Brass Pump

This Is Only One of the Many

TURNER

TRADE
HOT BLAST
MARK

Torches and Furnaces

You will profit by our catalog.

The Turner Brass Works
Sycamore, Illinois, U. S. A.

WE WELD ANYTHING

"WE KNOW THE STOVE REPAIR BUSINESS"

Stove and Furnace Repairs

WE WELD ANYTHING

MYER S. RUBENS

STOVE AND FURNACE REPAIR WORKS

We Furnish DUPLICATE ORDER BOOKS Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE REPAIR WORKS **1009 W. First Ave., Spokane, Wash.**

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BUSINESS OPPORTUNITIES

FOR SALE

Hardware store, whole or half interest. Fifteen years in present location, good live town. $1,100.00 stock, can be reduced if necessary.
Davey Bros., Anacortes, Wash.

WANTED

I am looking for a hardware stock or business that can be bought for around three or four thousand dollars. Located in one of the Western States. Address C. D. E., care HARDWARE WORLD.

SALESMEN WANTED

for several sections of the Middle West, as may be arranged, especially to call on the retailers and others who sell glass tumblers, a good line of them.
Address Tumbler,
care HARDWARE WORLD.

SITUATION WANTED

By young man with fifteen years' experience in wholesale hardware, as buyer, traveling salesman, etc., capable of qualifying as manager. Thirty-three years' of age. Married. Address "T. A.," care HARDWARE WORLD.

POSITION WANTED

Paint man wants retail sales position, where I can have the opportunity to make good. I know the game from the ladder, counter, factory and road. Satisfactory references. R. F. McIntosh, Bremerton, Wash.

FOR SALE

Hardware store in a thriving beach town, with ideal climate, in Southern California. There is other business that I must attend to in another state. Invoice about $2500. Address J. K. M., HARDWARE WORLD, for full particulars.

WANTED

Hardware stores bought, sold and exchanged. What have you? Describe fully; correspondence confidential. Buyers get our guarantee. If you want a partner ask us. Herbert Company, 904J Webster Building, Chicago, Illinois.

WANTED

I want a hardware and implement stock on the Pacific Coast. Will trade a highly improved farm near Yoloa, North Dakota, 98 per cent tillable, 480 acres in wheat; price, $32,000; clear of debts; crops and all included. For particulars address, Dakota, care the HARDWARE WORLD.

I WANT TO BUY

a hardware stock or business for $3000 to $4000, located in one of the western states. Give full particulars. Address C. D. E., care HARDWARE WORLD.

FOR SALE

Well selected stock of hardware for sale. Clean stock. Owned by an estate and must be converted into cash. A good buy for someone. Address R. H. Macartney, Executor, care Security National Bank, Cheney, Wash.

WANTED

All 'round tinner and plumber; one who can also do hot air, steam and hot water heating. Steady employment the year round. Wages $25 per week and better according to ability.
Cambridge Hdwe Co., Cambridge, Wis

MANUFACTURERS' AGENT WANTED

in every state in the Union. We want representation for our line of spring and solid eye grain bag, flour bag and packing needles, by a responsible firm or agent calling on the hardware trade. Our needles are considered the standard of this country and our prices are right. Address Box 1016, care HARDWARE WORLD.

SALESMEN

Traveling Salesmen visiting the Hardware and Housefurnishing trades throughout any territory in the U. S. can have a 50 per cent commission. Simply offering to their customers Reeg the Rhymer's Trade Rhyme Suggestions for advertising trade specialties on 7 x 11 hand painted signs. Address GEER, 2 Mt. Hope Place, New York City.

POSITION WANTED

A man with seven successful years' experience as manager and buyer of hardware and housefurnishings, in his present location, wants to make a change on account of family, and locate in some town or coast city in Southern California where he can make a permanent home. Address Box 293, Ray, Arizona.

FOR SALE

Clean Hardware, Furniture and Implement stock in one of the best locations in the Willamette Valley, Oregon. Doing a prosperous business. Will invoice about $40,000. Reason for selling on account of recent death of partner. Established thirty years. Will bear investigation. Address "L. O.," care HARDWARE WORLD.

WANTED

Agency for Rockland County and Northern New Jersey, builders' materials, hardware and specialties. Address H. H. Randall, Pearl River, New York.

COUNTRY TOWN TINNERS AND PLUMBERS WANTED

To learn pattern drafting; make your own barn ventilators, furnace fittings, shop repair work, tanks, radiator repairing, plumbing, steam and hot water heating. Our drafting courses have stood pre-eminent for nine years and are what you desire to advance. The National School of Drafting, St. Louis, Mo., U. S. A.

FOR SALE

In a good, clean Nebraska town—a New Brick Hardware Store Building—located on one of the best corner lots on Main St.—Lot 50x240 feet; building, 30x90 feet, with 9-ft. cemented basement for shop or storage—with elevator, revolving nail bins, furnace and electric lights. All fixtures are up to date. Will sell building, fixtures and stock; or sell building and fixtures separate. The business has been established 30 years. The best of reasons for selling. Address "Nebraska," care of HARDWARE WORLD, Boatmen's Bank Building, St. Louis, Mo.

OPPORTUNITY FOR A GOOD MAN

An old-established Hardware Company wishes to add Furniture to its present lines and is desirous of securing a reliable and experienced furniture man, who is willing to take charge of the furniture department. The present business is incorporated and is in a growing and prosperous condition and has been a money maker for over 37 years. Sales for 1918 were $45,000 and are capable of considerable increase. The lines carried at present are: Hardware, Stoves, Paints, Oils, Heating, Plumbing, Sheet Metal Work, etc. No implements. Situated in one of the most prosperous sections of Kansas, where land is selling for $125 to $175 per acre. Have the best location in town and plenty of fine display space. Town has population of about 800 and has electric lights, waterworks, paving. There will be practically no competition in the furniture line. Here is an excellent opportunity for a thoroughly reliable man with ability who wishes to associate himself in an old-established business. This concern will bear the closet inspection and investigation and in turn would demand the same. Address "Kansas," care of HARDWARE WORLD, Boatmen's Bank Building, St. Louis, Missouri.

LET GEER WRITE YOUR ADVERTISING

A great many hardware merchants say they are not capable of writing their advertising. To such we commend the services of H. S. Geer, 2 Mt. Hope Place, Bronx, New York City.

He has a novel and attractive way of writing advertising that seems to reach the spot.

Tell him what you want, the article or the line you wish to feature, and he will send you some Trade-Bringing Rhymes. In fact, he will furnish four Trade Rhymes Suggestions to anyone upon receipt of $1.00.

He will print it out on cardboard, 7x11, for window or counter display if you wish.

C. R. Abbott has purchased the plumbing business of the hardware firm of Hicks & Chaney at Orland, Cal., both firms report a very satisfactory season's business.

DI-MEL-INE
PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 15-20 CENTS**—no larger sizes. Big Value for user; **Big Profit for You.** A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.) **$42.00**
Jobber's Assortment (12 Doz.) **$16.80**
Open Stock, all colors, per gross **$16.80**
2% Freight allowance, F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MONTAUK PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.



BOLLER'S CRANK MOP WRINGERS
Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS,
122-124 N. Curtis St., Chicago, Illinois



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When a Trademark Has Real Value

The DEALER recognizes the TRADEMARK of a reputable manufacturer as an assurance that he is getting FULL VALUE for his money.

Three large factories are working overtime to fill the demand for "LIFETIME" ALUMINUM COOKING UTENSILS.

The trademark "LIFETIME" WARE is a guarantee to the dealer that every utensil bearing this **Nationally** known brand is **99%** PURE ALUMINUM, **full capacity** and weight and made with exacting care in attractive styles and finish.

The OAKLAND, CALIFORNIA, plant of the ALUMINUM PRODUCTS COMPANY has had to expand its buildings and add equipment to meet the WESTERN TRADE REQUIREMENTS.

Sell "LIFETIME" WARE and you are sure of building up a trade of NO REGRETS.

SEE THAT EACH ITEM BEARS THIS TRADEMARK

LIFETIME WARE
SANITARY-BRIGHT-DURABLE
PURE ALUMINUM

SEND FOR CATALOGUE

ALUMINUM PRODUCTS CO.

Plant No. 1. LA GRANGE, Illinois.

Of the Pacific Coast
OAKLAND - CALIFORNIA
Plant No. 3.

Plant No. 2. LEMONT, Illinois.



No. 71 Fire Pot. List Price Each $27.20
Ask for Discount.

SERVICE

The No. 71 Fire Pot—THE HOTTEST FIRE POT MADE—will give Satisfactory Service to all users. It is Smokeless, Odorless and Noiseless. It has a heavy gauge seamless drawn steel tank, reinforced, making it extra strong and durable. The burner is circular in form, having two flames that burn from the outside to the center, producing a steady blue flame of the greatest heat possible to obtain from gasoline gas. Try it and you will be pleased. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.,
Detroit, Mich., U. S. A.

STOVE REPAIRS

IF IT IS MADE FOR A STOVE RANGE OR FURNACE

You Can Get It at the

Largest Stove Repair House in the Northwest

THE SPOKANE STOVE & FURNACE REPAIR WORKS, Inc.

912-14 First Avenue Phone Main 1790
SPOKANE, WASHINGTON

WRITE FOR OUR ORDER BOOKS

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Box. Black	Smkls
Blank Rim Fire—		
22 Short	$ .20	$ ...
32 Short	.40	...
Blank Center Fire—		
32 S & W	.65	...
38 S & W	.80	...
38 Long Colt	1.35	...
44 W C F	1.65	...
Shot Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot Center Fire—		
32 S & W	1.10	...
32 W C F	1.45	...
38 S & W	1.30	...
38 W C F	1.65	...
44 W C F	1.65	1.90
44 X L	1.80	2.05
44 Game Getter	1.65	1.90
Rim Fire, Ball—		
BB Caps	...	.40
CB Caps	...	.50
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.40	.45
22 Long H P	.45	.55
22 Long Rifle	.40	.50
22 Long Rifle H P	.45	.55
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	...	.65
22 Win Auto, H P	...	.70
25 Short Stevens	.70	...
25 Stevens	.90	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.10	...
38 Long	1.15	...
41 Short	1.10	...
Center Fire Pistol—		
22 Win SS	1.45	1.65
25 Colts Auto	...	1.60
25-20 Single Shot	1.75	2.05
25-20 Win	1.55	1.80
25-20 Win HV	...	2.00
7.63 MM-Mauser	...	2.40
7.65 MM-Mauser	...	2.40
9 MM-Luger	...	2.60
32 Colts Auto	...	1.70
32 Colts Short	1.10	1.20
32 Colts Long	1.25	1.35
32 Colts Police Positive	1.25	1.35
32 S & W	1.10	1.20
32 S & W Long	1.25	1.35
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.00
35 S & W Auto	...	1.75
38 Colts Auto	...	2.50
38 Colts Short	1.35	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.35	1.50
38 S & W	1.35	1.50
38 S & W Special	1.60	1.75
38 Winchester	1.85	2.80
41 Colts Short DA	1.45	1.65
41 Colts Long DA	1.75	1.90
44 Bull Dog	1.50	...
44 S & W Amer	1.90	2.15
44 S & W Rus	1.90	2.15
44 S & W Special	2.15	2.30
44 Webley	1.65	...
44 Winchester	1.85	2.30
45 Colts	2.15	2.35
45 Colts Auto	...	2.35
Center Fire Military and Sporting—		
22 Savage	...	1.60
250-3000 Savage	...	1.75
25-21 Stevens	2.30	...
25-25 Stevens	1.90	2.35
25-35 Winchester	...	1.40
25-35 Short Range	...	1.40
25-36 Marlin	...	1.40
25 Remington Rimless	...	1.40
6 MM U S N	...	2.10
7 MM Spanish Mauser	...	2.10
7.655 MM Bel Mauser	...	2.10
8 MM Mauser	...	2.10
9 MM Mauser	...	2.30
30-30 Winchester	...	1.60
30 Remington Rimless	...	1.60
30 Government Rimless	...	2.30
303 Savage	...	1.60
32 Remington Rimless	...	1.60
32-40 Winchester	1.20	1.35
32-40 Winchester H V	...	1.60
32 Winchester Slf Ldg	...	2.80
32 Winchester Spedal	...	1.60
33 Winchester	...	2.10
35 Remington Rimless	...	1.75
35 Winchester	...	2.30
35 Winchester Slf Ldg	...	2.90
351 Winchester Slf Ldg	...	2.30
38-55 Winchester Lead	1.45	1.75
38-55 Winchester HV	...	1.95
38-56 Winchester	1.45	1.75
40-60 Marlin	1.50	...
40-60 Winchester	1.50	...
40-65 Winchester	1.50	1.75
40-70 Winchester	1.55	...
40-72 Winchester	1.55	1.80
40-82 Winchester	1.55	1.80
401 Winchester Auto	...	1.70
405 Winchester	...	2.50
45-60 Winchester	1.55	...
45-70-405 Government	1.55	1.80
45-75 Winchester	1.55	...
45-90 Winchester	1.65	1.80

SHELLS, LOADED—

Winchester Repeater or Remington U. M. C. Nitro Club—

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot $1.25
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot 1.25
3¼ drs. x1⅛ oz., 26 grs. x 1⅛ oz., drop shot..... 1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot 1.35
3¼ drs. x Buck shot, drop shot 1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot..... 1.15
2¾ drs. x ⅞ oz., BB shot, drop shot 1.20
20 2¼ drs. x ¾ oz., 16 grs., x ¾ oz., drop shot..... 1.15

Winchester Leader or Remington U. M. C. Arrow—

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot..... 1.40
3½ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot.....⅞ 1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot 1.30
20 2¼ drs. x ¾ oz., chilled shot 1.25
2⅛ drs. x ¾ oz., chilled shot 1.25

Trap Loads—

12 3 drs. x 1⅛ oz., 7½ chilled 1.35
3⅛ drs. x 1⅛ oz., 7½ chilled 1.40

Black Powder—Loads—

12 3¼ drs. x 1⅛ oz., drop shot 1.05

Caps and Primers—

Percussion	.20	...
Musket Caps	.25	...
Primers, 100 in box	.35	...
Primers, 250 in box	.80	...

Empty Paper Shells—Black Pow.—

12, 16, 20, Ga. per 100 ..... 1.50
10 Ga. per 100 ..... 1.65

For Smokeless Powder, Repeater or Nitro Club Target and High Gun—

12, 16, 20, 28 Ga. per 100 .... 1.80
10 Ga. per 100 .... 2.10

Leader or Arrow Ideal and Premier—

12, 16, 20, 28 Ga..... ... 2.20
10 Ga. per 100..... ... 2.40

Empty Brass Shells—

Best qual. 12, 16, 20 28, Box 25..... ... 2.75
2nd Qual. 12, 16, 20 28, box 25..... ... 2.10

Wads—

Cardboard, box 250... ... .20
Black Edge, Reg., box 250 .... .50
Black Edge, ¼ in., 125 in box .... .40
Black Edge, ¼ in., 250 in box .... .80

ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, $3.75 each; No. 30, 4½ White, $3.75 each; No. 231, 3½ Sierra, $3.25 ea.; No. 231, 4 Sierra, $3.25 ea.; No. 231, 4½, Sierra, $3.25 each. Railroad, No. 30 B, White, $4.00 each; No. 30 B, 5½ White, $4.00 each; No. 233, 5 Sierra, $3.50 each; No. 233, 5½ Sierra, $3.50 each. Ship, No. 44, 4 White, $4.25 each; No. 44, 4¼ White, $4.25 each; No. 44, 4½ White, $4.50 each; No. 45, 4½ White, $5.00 each; No. 45, 5 White, $5.00 each; No. 235, 4 Sierra, $3.75 each; No. 235, 4½ Sierra, $3.75 each.

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25.

ANVILS—Vulcan No. 2, 20-lb., $8.50; No. 3, 30 lb., $9.50; No. 4, 40-lb., $11.50; No. 5, 50-lb., $13.00.. No. 6, 60-lb., $14.50; No. 7, 70-lb., $16.00; No. 8, 80-lb., $17.50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35½c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

ASBESTOS—

Mill board, 30c lb.; Cut, 35c lb.
Paper, 30c lb.; Cut, 35c lb.
Wicking, ½-lb. balls, 65c each.
Wicking, 1-lb. lots, $1.25.
Cement, per sack, $7.25; per lb.....10c

AUGERS—Greenlee Carpenters Nut, No. 57.

Size	½	¾	⅞	⅞	1	1¼
Each	$1.00	$1.00	$1.15	$1.25	$1.35	$1.65
Size	1½	1¾	2	2¼	2½	
Each	$2.00	$2.35	$2.65	$4.00	$6.00	

Greenlee Ship.

16ths	8-10	11-12	13	14	15	16
60 each	$1.60	$1.75	$1.75	$1.85	$1.95	$2.00
62 each	1.95	2.00	2.00	2.15	2.20	2.25
16ths	17	18	19	20	21	22
60 each	$2.15	$2.25	$2.30	$2.40	$2.50	$2.50
62 each	2.50	2.65	2.60	2.80	3.15	3.15
16ths	23	24	25	26	27	28
60 each	$2.85	$3.00	$3.30	$3.45	$3.75	$4.10
62 each	3.50	3.60	3.65	3.75	4.10	4.40
16ths	29	30	31	32		
60 each	$4.40	$4.70	$5.00	$5.35		
62 each	4.70	5.35	5.95	6.25		

AXES—Boys' Handled, Blue Wing, $2.50 each; Pacemaker, $2.00. Hunters, 670, $1.50 each; 671, $1.50 each; 678 $1.65 each. Boy Scout, 655 S, $1.85 each; 655, $1.50 each; 50 S (Sheaths), 50c each. Double Bit Unhandled, Dreadnaught, 3-4, $2.75 each; Dreadnaught, 3½-4½, $2.75 each; Dreadnaught, 4-5, $2.75 each. Double Bit Handled, Tuff Temper, 3-4, $3.25 each; Tuff Temper, 3½-4½, $3.25 each;

(Continued on page 178)

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RETAIL SELLING PRICES—Continued.

L & G ENAMELED WARE

Biggins, Coffee

0	1.00
01	1.10
00	1.25
010	1.35
020	1.50
030	1.60
040	1.85
050	2.00

Coffee Boilers

60	1.35
70	1.50
80	1.75
90	2.25
100	3.00

Rice Boilers

14	1.15
16	1.25
18	1.45
20	1.60
22	1.85
24	2.10
26	2.65
28	3.00
36	3.75

Wash Bowls

26	.45
28	.55
30	.60
32	.65
34	.75
36	.85

Covered Buckets

21	.50
21½	.55
22	.60
23	.70
24	.85
26	1.00
28	1.25
30	1.60
32	1.85
150	.60
250	.70
350	.80
450	.95
650	1.15
850	1.60
1050	1.85
1250	2.10

Dinner Buckets

110	1.85
111	2.10
112	2.65
113	2.65
502	1.65
503	1.85

Chambers

1	.60
1½	.75
2	.90
3	1.00

Chamber Covers

1C	.30
1½C	.35
2C	.40
3C	.45

Colanders

1	.60
2	.70
3	.90
104	.60
205	.70
306	.85
407	1.00

Cups

3 (Mug)	.25
3	.25
6	.30
8	.20
9	.20
10	.25
10 M	.25
11	.30
25	.25
40	.40
120	.50

Cups and Saucers

20	.45
400	.50

Cuspidors

10	.55
20	.65
30	.80
100	1.50
200	1.05
240	1.50
300	1.35

Cup Dippers

10	.35
11	.40

Dippers, Windsor

110	.40
112	.45
114	.50

Dippers, Suds

2	.50
4	.55

Dishes, Soap

50	.35
60	.35

Fillers, Fruit Jar

20	.35

Flasks, Coffee

10	.60

Pieced Funnels

01	.35
02	.40
03	.45
04	.50
05	.65
06	.80

Convex Kettles

02	.65
03	.75
04	.90
05	1.00
06	1.10
08	1.35
010	1.60
012	1.90
212	1.40
214	1.55
216	1.85
218	2.10
220	2.45
222	3.10

Preserving Kettles

14	.45
16	.50
18	.55
20	.60
22	.65
24	.75
26	.80
28	.95
30	1.10
32	1.25
36	1.65
40	2.35
50	3.75

Milk Kettles

71	.60
72	.75
73	.90
74	1.10

Tea Kettles

30	.95
40	1.05
50	1.20
60	1.35
70	1.45
80	1.75
90	2.00

Ladles, Deep

100	.30
110	.35
129	.40
101	.35
111	.35
121	.40

Measures

01	.30
02	.45
04	.60
05	.80
06	1.15
11	.60

Pails, Chamber

1	1.75
2	1.85
3	2.15
4	2.50

Water Pails

110	1.40
112	1.65
114	1.90

Pans, Bed

1	8.50

Pans, Douche

2	2.50

Bread Pans

11	.45
12	.55
13	.65

Cake Pans

9	.30
10	.35
69	.35
70	.40
200	.45

Corn Cake Pans

706	.65
709	.90
712	1.05

Muffin Pans

406	.55
409	.80
412	.90

Deep Pudding Pans

50	.25
100	.30
150	.35
200	.40
300	.45
400	.50
500	.55
600	.65
800	.75
1000	.85

Dish Pans

15	1.90
80	1.10
100	1.25
140	1.40
170	1.60
210	1.95
300	2.95
400	4.35

Rinsing Pans

08	1.05
010	1.15
014	1.35
017	1.50

Lipped Fry Pans

30	.40
31	.45
32	.50
33	.55
34	.60
35	.75
36	.85

Milk Pans

00	.20
0	.25
11	.30
15	.35
20	.40
30	.45
40	.50
50	.55
60	.60
80	.75
100	.85
120	.95

Convex Sauce Pans

02	.65
03	.75
04	.90
05	1.00
06	1.10
08	1.35
010	1.75
012	2.05

Pans, Combination Sauce

1 D	1.90
10 T	2.75

Lipped Sauce Pans

10	.35
12	.40
14	.45
16	.50
18	.55
20	.60
22	.65
24	.75
26	.85
28	1.00
30	1.15

Straight Sauce Pans

150	.60
250	.65
350	.80
450	.95
650	1.25

Stew Pans

3	.40
4	.45
5	.50
6	.60
16	.45
18	.55
20	.60
22	.65
24	.75

Pans, Oblong Stove

04	.45
100	.55
200	.60
300	.80
325	.90
350	.95
400	1.10
425	1.25
475	1.35
550	1.75

Pans, Square Stove

110	.75
111	.80
112	.95
113	1.05
114	1.25
115	1.40
116	1.55
118	1.75
120	1.85

Pitchers, Molasses

601	.70

Water Pitchers

2	1.10
3	1.25
4	1.40

Deep Pie Plates

39	.35
40	.40

Shallow Pie Plates

27	.25
28	.30
29	.35
30	.40

Dinner Plates

19	.35
20	.40

Fireless Cooker Pots

1450	1.95
1650	2.35
1850	2.75

Coffee Pots

2½	.55
3	.60
5	.75
15	.80
25	.85
35	.95
45	1.10
55	1.25

Tea Pots

00	.60
01	.65
0	.75
10	.80
20	.90
30	1.00
40	1.15

Straight Sauce Pots

018	.90
020	1.05
022	1.20
024	1.45
026	1.75
028	2.35
030	2.65
032	3.00

Soup Stock Pots

318	15.00
324	18.00
336	21.00
212	5.50
218	7.50
224	9.00
236	10.50

Roasters

150	3.00
180	4.00

Flat Skimmers

10	.30
12	.35

Basting Spoons

10	.20
14	.25
12	.25
16	.30
18	.35

Steamers

7	1.40
8	1.65

Steepers, Tea

2	.55
3	.65

Oval Foot Tubs

0	1.45
1	1.75
2	2.00
3	2.45
4	3.00

Turners, Cake

13	.20
14	.25

(Continued from page 177)

Tuff Temper, 4-5, $3.25 each. Single Bit Handled, Blue Wing, 3-4, $3.00 each; Blue Wing, 3½-4½, $3.00 each; Blue Wing, 4-5, $3.00 each; Dreadnaught, 3-4, $2.75 each; Dreadnaught, 3½-4½, $2.75 each; Dreadnaught, 4-5, $2.75 each; Bluebird, 3-4, $2.75 each; Bluebird, 3½-4½, $2.75 each; Bluebird, 4-5, $2.75 each; Pacemaker, 3-4, $2.75 each; Pacemaker, 3½-4½, $2.75 each; Pacemaker, 4-5, $2.75 each; Tuff Temper, 3-4, $2.75 each; Tuff Temper, 3½-4½, $2.75 each; Tuff Temper, 4-5, $2.75 each; Quaker City, 3-4, $2.75 each; Quaker City, 3½-4½, $2.75 each; Quaker City, 4-5, $2.75 each; Old Forge, 3-4, $2.50 each; Old Forge, 3½-4½, $2.50 each; Old Forge, 4-5, $2.50 each; Freighters, 3-F, $2.50 each.

BABBITT—Frictionless, 45c lb.; Magnolia, 50c lb.; No. 4, 20c lb.; No. 2, 22c lb.; No. 1, 25c lb.; No. A (genuine), $1.30 lb.; Challenge, $1.10 lb.; Special Motor, 95c lb.; Excelsior, 28c lb.; Acme, 70c lb.; XXXX Nickeled $1.25 lb.

BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ¾ x 24, 85c each; Goose Neck No. 3662, ¾ x 24, $1.00 each; Straight Chisel No. 14, ¾ x 15, 85c.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S 50c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, $3.25 each; No. 1662, $3.75 each. Ever Ready, same price as Columbia.

BIBBS—Compression—
Plain 1112—½-inch Rough, $1.00 each; ⅝-inch, $1.25; ¾ inch, $1.75; 1-inch, $3.60.

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RETAIL SELLING PRICES—Continued.

BIBBS—Compression—(Continued)—
112—½-inch Finished, $1.25 each; ⅝-inch, $1.50; ¾-inch, $2.15; 1-inch, $3.80.
0112—½ inch Nickel-plated, $1.45 each; ⅝-inch, $1.80; ¾-inch, $2.25; 1-inch, $4.25.
Hose—1113—½-inch Rough, $1.10 each; ⅝-inch, $1.45; ¾-inch, $1.85; 1-inch, $3.85; 1¼-inch, $7.25; 1½-inch, $9.50.
113—½-inch Finished, $1.45 each; ⅝-inch, $1.70; ¾-inch, $2.25; 1-inch, $4.25.
0113—½-inch Nickel-plated, $1.60 each; ⅝-inch, $1.85; ¾-inch, $2.60.

BITS—Auger

Size 16ths.	3	4-8	9-10	10-12	13-14	14-16	18	20
31—List.								
Doz.	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
31—Sell.								
Each	.50	.45	.50	.60	.75	.90	1.10	1.25
100—List.								
Doz.	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
100—Sell.								
Each	.65	.55	.65	.65	.85	1.00	1.25	1.40
101—List.								
Doz.		5.00	6.00	7.00	8.25			
101—Sell.								
Each		.55	.65	.75	.85			

Size 16ths.	3	4-6	7	8	9	10	11-12	13-14
35—List.								
Doz.	4.50	4.00	4.50	5.00	5.50	6.00	7.00	8.00
35—Sell.								
Each	.40	.35	.40	.45	.50	.55	.60	.70

Size 16ths.	15-16	17-18	20	22	24
35—List.					
Doz.	9.00	10.50	12.00	13.50	15.00
35—Sell.					
Each	.80	.90	1.00	1.15	1.30

Size 16ths.	4-6	7	8	9	10	11	12	13
47—List.								
Doz.	9.00	10.00	11.25	12.50	13.75	15.00	16.25	17.50
47—Sell.								
Each	.70	.75	.85	.95	1.05	1.15	1.25	1.35

Size 16ths.	14	15	16
47—List.			
Doz.	19.00	20.50	22.00
47—Sell.			
Each	1.20	1.30	1.40

Size 16ths.	5-8	9	10	11	12	13	14	15
53—List.								
Doz.	11.25	12.50	13.75	15.60	16.25	17.50	19.00	20.50
53—Sell.								
Each	1.35	1.50	1.65	1.80	1.90	1.95	2.35	2.45

Solid Center, in Sets—111¼, $1.05 set; 15, $3.85 set; 26, $6.00 set; 35, $8.50 set; 35C, $8.50 set.
Irwin, in Sets—53, $4.75 set; 55, $7.00 set; 55C, $7.00 set,
Russell Jennings, in Sets—4520½, $7.00 set; 4532½, 4532½C, $10.00 set; 4720½, $7.00 set.

BELLS—Alarm—Door—No. 125, 85c each; 15, 85c.
Call—No. 9, 80c each; 24, $1.25.
Gong—No. 120 85c each; 405, $2.10; 406, $2.85; 407, $4.25; 408, $5.75; 410, $10.50; 412, $18.50.
Hand—No. 0, 25c each; 1, 35c; 2, 45c; 3, 60c; 4, 80c; 5, $1.10; 6, $1.50; 7, $1.85; 8, $2.35; 9, $3.00; 10, $3.75; 12, $4.50; 14, $5.75.
Door—No. R, EA422, 75c each; R, EA424, 75c; R, EA425, 65c; R, EA426, 75c; R, EA427, 75c; R 429, 65c.
Push—R, EA, 512, 85c each; R, EA522, $1.50; R, EA524, $1.00; R, EA525, $1.00; R, EA526, $1.50; R,EA527, $1.50.
Farm—No. 1, $7.00 each; 2, $8.50; 3, $11.50; 4, $15.50.
Stock—Cow—No. 7, 25c each; 6, 30c; 5,40c; 4, 50c; 3, 60c; 2, 75c; 1, 90c; 0, $1.05.

BELLS—Kentucky Cow—No. 0, $1.25 each; No. 1, $1.00; No. 2, 85c; No. 3, 65c; No. 4, 50c; No. 5, 40c; No. 6, 35c; No. 7, 25c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 85c each; 3-in. Nonpariel, $1.00.

BEVELS—Sliding T—No. 18, 6-in., 95c; 8-in., $1.20; 10-in., $1.35. No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in., 80c; No. 1—Odd Jobs, $1.00.

BLOCKS—Wood Tackle.

	Com. Sngl.	Com. Dbl.	Com. Triple	Pat. Sngl.	Pat. Dbl.	Pat. Trpl.
3-inch	$ .90	$1.65	$2.25	$1.40	$2.60	$3.35
4-inch	1.05	2.00	2.75	1.55	2.95	3.80
5-inch	1.15	2.25	3.00	1.65	3.00	4.05
6-inch	1.40	2.50	3.75	1.95	3.75	5.10
7-inch	1.65	3.00	4.50	2.25	4.35	5.80
8-inch	2.10	3.50	5.50	2.95	5.35	6.95
10-inch	3.50	5.75	7.75	4.50	7.75	9.80
12-inch	5.50	9.50	13.25	6.90	12.00	15.20

BLOCKS—Steel Tackle

	Single	Double
3-inch	.95	1.75
4-inch	1.15	2.15
5-inch	1.35	2.35
6-inch	1.50	2.75
8-inch	2.75	4.50
10-inch	4.25	7.00

BLOCKS—Wood Snatch—

6-inch	4.50
8-inch	6.50
10-inch	9.00
12-inch	11.00

BLOWERS—With Tuyere Irons—No. 400 Champion, $37.50; No. 40, Lancaster, $25.00; Royal, $40.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15", no sleeve board, $3.35; No. 20 Springer, 54x13", no sleeve board, $3.00; No. 40 Springer, 50x12", no sleeve board, $2.85.
Without Table (skirt Boards)—4-foot, $1.00 each; 5-foot, $1.25; 5½-foot, $1.50; 6-foot, $1.75.

BOARDS, STOVE—
Wood Lined—Size 24x24, $1.75 each; 24x36, $2.50; 26x26, $2.10; 26x32, $2.50; 28x28, $2.50; 28x34, $2.75; 30x30, $2.85; 30x38, $3.25; 33x33, $3.25; 32x42, $4.00; 36x36, $4.00.

Paper Lined—Size 18x18, $1.00 each; 24x24, $1.10; 26x26, $1.20; 28x28, $1.35; 30x30, $1.60; 26x30, $1.75; 28x32, $1.90; 30x36, $2.25.

BOARDS, WASH—Brass, King, 80c each; Toy, Zinc, 25c; Single Zinc, Invincible, 45c; Double Zinc, Checkmate, 75c; Glass, 70c; Blue Enamel, 75c; Single Zinc, Pioneer, 50c; Single Zinc, Model Globe, 55c.

BOLTS—Common Carriage—

Size—	3-16 & ¼-in. Doz.	3-16 & ¼-in. 100	5-16-in. Doz.	5-16-in. 100	⅜-in. Doz.	⅜-in. 100	½-in. Doz.	½-in. 100
1-1½	.15	1.00	.20	1.40	.30	1.90	.55	3.60
2	.15	1.10	.25	1.50	.30	2.05	.55	3.60
2½	.20	1.20	.25	1.65	.35	2.20	.55	3.60
3	.20	1.30	.25	1.75	.35	2.40	.60	3.90
3½	.20	1.40	.30	1.90	.40	2.55	.65	4.20
4	.25	1.50	.30	2.00	.40	2.70	.70	4.50
4½	.25	1.60	.30	2.10	.45	2.85	.70	4.80
5	.25	1.70	.35	2.25	.45	3.00	.75	5.10
5½	.30	1.80	.35	2.35	.50	3.20	.80	5.40
6	.30	1.90	.40	2.50	.50	3.35	.85	5.75
6½	.35	2.20	.45	2.85	.55	3.85	.90	6.05
7	.35	2.30	.45	3.00	.60	4.00	.95	6.35
7½	.35	2.40	.45	3.10	.65	4.20	1.00	6.65
8	.40	2.55	.50	3.25	.65	4.40	1.05	6.95
8½	...	....	.50	3.40	.70	4.55	1.10	7.25
9	...	....	.55	3.50	.70	4.75	1.15	7.60
9½	...	....	.55	3.65	.75	4.90	1.20	7.90
10	...	....	.60	3.80	.75	5.10	1.25	8.20

BOLTS—Stove—

Size—	5/32" Doz.	5/32" 100	3/16" Doz.	3/16" 100	¼" Doz.	¼" 100	5/16" Doz.	5/16" 100
⅜"	.10	.50	.10	.50	...	...	...	...
½"	.10	.50	.10	.50	.10	.75	...	...
⅝"	.10	.50	.10	.50	.10	.75	...	...
¾"	.10	.50	.10	.50	.10	.75	.15	1.00
⅞"	.10	.55	.10	.55	.10	.80	.15	1.10
1"	.10	.55	.10	.55	.10	.80	.15	1.15
1¼"	.10	.60	.10	.60	.15	.85	.15	1.20
1½"	.10	.65	.10	.65	.15	.90	.15	1.25
1¾"	.10	.70	.10	.70	.15	.95	.20	1.30
2"	.10	.75	.10	.75	.15	1.00	.20	1.40
2¼"	...	...	.10	.80	.15	1.05	.20	1.45
2½"	...	...	.15	.85	.15	1.10	.25	1.50
3"	...	...	.15	.90	.20	1.20	.25	1.60
3½"	...	...	.15	1.00	.20	1.30	.30	1.80
4"	...	...	.15	1.15	.25	1.45	.30	2.00

Machine, Square Head and Nut—

Size—	¼-in. Doz.	¼-in. 100	5-16-in. Doz.	5-16-in. 100	⅜-in. Doz.	⅜-in. 100	7-16-in. Doz.	7-16-in. 100
1-1½	.20	1.55	.25	1.80	.30	2.15	.45	3.85
2	.20	1.60	.30	1.90	.35	2.30	.50	3.40
2½	.25	1.70	.30	2.00	.35	2.45	.55	3.50
3	.25	1.75	.30	2.10	.40	2.60	.55	3.75
3½	.25	1.85	.35	2.25	.40	2.75	.60	3.95
4	.30	1.90	.35	2.35	.45	2.90	.65	4.20
4½	.35	2.40	.45	3.00	.55	3.70	.70	4.40
5	.35	2.50	.45	3.15	.60	3.90	.70	4.60
5½	.40	2.60	.50	3.25	.60	4.05	.75	4.85
6	.40	2.65	.50	3.40	.65	4.20	.80	5.05
6½	...	....	.55	3.50	.70	4.40	.80	5.30
7	...	....	.55	3.65	.70	4.60	.85	5.50
8	...	....	.60	3.90	.75	4.95	.90	5.95
9	...	....	...	....	.80	5.30	...	....
10	...	....	...	....	.85	5.65	...	....
11	...	....	...	....	.90	6.00	...	....
12	...	....	...	....	.95	6.35	...	....

Size—	½-inch. Doz.	½-inch. 100	⅝-inch. Doz.	⅝-inch. 100	¾-inch. Doz.	¾-inch. 100
1-1½	.60	3.95	.90	5.70	1.25	8.45
2	.65	4.25	.95	6.15	1.35	9.10
2½	.70	4.55	1.00	6.55	1.45	9.70
3	.75	4.80	1.05	7.00	1.55	10.30

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RETAIL SELLING PRICES—Continued.

CANS—Garbage—15, $3.25; 16, $4.25; 18, $4.75; 20, $5.25. Oil, Galv., size 1 gal., 60c each; size 2 gal., $1.00; 5-gal., with faucet, $1.75; 5-gal. with spout, $1.50.

CANT HOOKS—

	Maple Hdl.	Hickory Hdl.
2¼x4½	2.75	3.00
2½x4½	3.00	3.25

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CATCHES—

Cupboard			
No. or Brand	Each	No. or Brand	Each
024	$ .15	4112, SR, SHA, KF, E	.15
4002 R, EA, HA	.15	8002, EA, SHA, E	.35
4002, SR, SHA, KF, E	.15	9400, R, EA	.55
4112, R, EA, H, A	.15	9400, SHA, E	.60
Elbow			
10	.05	15	.20
12	.10	18	.05
Forge			
85 F	.05	12 F	.20
11 F	.10		
French Window			
2103	.10	4102, SR, SHA, KF, E	.15
4102, R, EA, HA	.15		
Friction Cabinet			
01820¼, EA	.15	01820¼, SHA, E	.20
Screen			
21	.20	R 25	.30
J 25	.25	E 25	.30
Show Case			
1	.30	24	.40
Transom			
3278¼	$ .65	4442½, SH, KF, E	.25
4433, R, EA, KF	.30	4633, R, EA	.50
4433, SHA, E	.35	4633, SHA, KF, E	.60
4433½, R, EA, KF	.30	8433, EA	.75
4433½, SHA, E	.35	8433, E	.80
4433¾, R, EA	.30	8433½, EA	.75
4433¾, SHA, KF	.35	8433½, SHA, E	.80
4442, R, EA	.30	8442½, EA	.60
4442, SHA, KF, E	.35	8442½, SHA, E	.65
4442½, R, EA	.30		

CHAINS—Tire.

Tire-Rid-O-Skid			
Size.	Pair		
3 x28	3.50	3½x32	6.90
3 x30	3.60	3½x30	5.90
3 x32	3.70	3½x34	6.50
3½x30	3.75	4 x31	7.25
3½x32	3.95	4 x32	7.25
3½x34	4.05	4 x33	7.75
4 x31	4.15	4 x34	8.25
4 x32	4.30	4 x35	8.75
4 x33	4.40	4 x36	8.75
4 x34	4.55	4 x37	9.50
4 x35	4.65	4½x32	8.25
4 x36	4.80	4½x33	8.60
4½x34	4.75	4½x34	8.75
4½x35	4.85	4½x35	9.50
4½x36	5.20	4½x36	9.50
4½x37	5.50	4½x37	10.25
5 x37	6.50	5 x35	10.75
Tire—Weeds'		5 x36	10.75
Size.	Pair	5 x37	11.50
3 x28	4.75	5½x36	14.50
3 x30	5.35	5½x37	15.25
		5½x38	16.50

CHAIN—New German Straight Link (coil)—6-0, 20c ft.; 5-0, 16c ft.; 4-0, 14c ft.; 3-0, 12c ft.; 2-0, 11c ft.; 0, 10c ft.; 1, 10c ft.; 2, 9c ft.

Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.

Passing Link (coil)—4-0, 18c ft.; 3-0, 12c ft.; 2-0, 11c ft.

Proof Straight Link (coil)—3-16 black, 30c lb.; ¼, 25c lb.; 5-16, 22c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 18c lb.; ⅝, 18c lb.; ¾, 18c lb.

Proof Twisted Link (coil)—3-16 black, 33c lb.; ¼, 28c lb.; 5-16, 24c lb.; ⅜, 23c lb.; 7-16, 22c lb.

B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 22c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.

Twisted Machine Coppered (coil)—4-0, 18c ft.; 3-0, 17c ft. 2-0, 16c ft.; 0, 15c ft.

Jack: Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 7½c; No. 14, 7½c; No. 12, 10c; No. 10, 10c; No. 8, 12½c; No. 6, 18c.

Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 18c; No. 113, 20c; No. 112, 25c; No. 110, 40c.

Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0, 20c yd.; 1-N1, 25c yd.; 2-N2, 30c yd.; 3, 35c yd.

Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—12, 15c set; 100, 45c set.

CHALK—Carpenter's, per piece, 5c. School Crayon, small quantities, 1c each; dustless, 75c gross lots; common, 50c gross lots.

CHALK LINE—Yellow, 50.-ft. hank, 20c; 100-ft. hank, 35c. Braided white, 20-ft. hanks, size 120, 10c each; 220, 10c; 320, 10c. 50-ft. balls, size 150. 20c each; 250, 20c each; 350, 20c each.

CHECKS—Door—All makes, Liquid Checks—A-11, $5.25; B-12, $7.00; C-13, $8.00; D-14, $10.00; E-15, $12.75. For hold open arm, add $1.00 each.

CHISELS (CARPENTERS)—P. S. and W., Butt, No. 170, ¾-inch, 75c each; 1-inch, 85c each; 1¼-inch, 95c each; 1½-inch, $1.00 each; 1⅝-inch, $1.10 each; 2-inch, $1.25 each.

P. S. and W., Corner, No. 165, ¾-inch, $2.75 each; ⅞-inch, $3.00 each; 1-inch, $3.25 each; 1¼-inch, $3.50 each.

P. S. and W., Firmer, No. 100 Plain, ⅛, ¼-inch, 60c each; ⅜-inch, 65c each; ½-inch, 70c each; ⅝-inch, 75c each; 1-inch, 80c each; 1¼-inch, 85c each; 1½-inch, 95c each; 1¾-inch, $1.05 each; 2-inch, $1.15 each.

15 Beveled, ⅛, ¼-inch, 75c each; ⅜-inch, 85c each; ½-inch, 90c each; ⅝-inch, 95c each; 1-inch, $1.00 each; 1¼-inch, $1.05 each; 1½-inch, $1.15 each; 1¾-inch, $1.20 each; 2-inch, $1.35 each.

P. S. and W., Firmer (sets)—No. 116, 6, ¼ to 2 Plain, $5.50 set; 112, 12, ⅛ to 2 Plain, $10.50 set; 106, 6, ¼ to 2 Bevel, $8.50 set; 132, 12, ⅛ to 2 Bevel, $18.00 set.

P. S. and W., Framing—No. 30, ¼, ½-inch, 85c each; ⅝ inch, 90c each; ¾-inch, $1.00 each; ⅞-inch, $1.05 each; 1-inch, $1.15 each; 1¼-inch, $1.25 each; 1½-inch, $1.35 each; 1¾-inch, $1.50 each; 2-inch, $1.65 each.

P. S. and W., Pocket—No. 91, ⅛, ½-inch, 75c each; ⅝-inch, 80c each; ¾-inch, 85c each; ⅞-inch, 90c each; 1-inch, 95c each; 1¼-inch, $1.00 each; 1½-inch, $1.05 each; 1¾-inch, $1.15 each; 2-inch, $1.25 each.

P. S. and W., Slicks—No. 175, 2½-inch, $4.00 each; 3-inch, $4.75 each; 3½-inch, $5.25 each; 4-inch, $6.25 each.

CHOPPERS—Meat and Food—

Enterprise		Universal	
No.	Each.	0	$2.00
5	$3.00	1	2.50
10	4.75	2	3.00
12	4.25	3	3.75
22	7.25	**Russwin**	
32	9.50	0 R	2.25
501	2.00	1 R	2.75
602	2.50	2 R	3.25
703	3.25	3 R	4.25

CHURNS—Barrel—Acme, No. 0, $7.50; 1, $8.50; 2, $9.25; 3, $10.50; 4, $13.50; 5, $15.00.

Improved Cylinder—No. 1, $5.00; 2, $6.00; 3, $7.00; 4, $8.00.

Sturges Steel— No. 1, $9.00; 2, $11.00; 3, $12.50.

Glass Family—Universal, No. 15, $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 40c each; 20, 65c; 30, 90c; 40, 1.15.

Dazey—Tin, No. 200, 2-ga., $4.75; 300, 3-gal., $6.00; 400, 4-gal., $7.25; 600, 6-gal., $9.50.

Dash—IX Tin, 2-gal., $2.00; 3-gal., $2.25; 4-gal., $2.50; 5-gal., $2.75; 6-gal., $3.00. Dash and handle, 20c extra.

CLAMPS—Carpenters', Stearn's—No. 101, $4.75 pair; 101½, $5.25; 102, $5.50; 303, $7.75; 304, $8.50; 305, $9.50; 306, $15.50; 308, $20.00.

Carriage Makers'—No. 12, plain, 50c each; 13, 60c; 14, 70c 15, 90c; 16, $1.10; 17, $1.45; 18, $1.75; 20, $2.40; 22, $2.65; 60 Adj, 75c; 61, $1.00; 62, $1.65; 63, $2.00; 64, $2.75; 65, $3.50.

Quilt Frame—No. 1, 10c each; 3, 15c; 32, 10c; 33, 15c.

CLEANERS—Window—

Rubber—				Wood Floor—	
10-inch	.30	16-inch	.50	14-inch	.60
12-inch	.40	18-inch	.60	16-inch	.75
14-inch	.45				

CLEVISES—Malleable, 22c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

CLIPPERS—Bolt—

New Easy—		Extra Cutters	
No. 0	3.50	No. 0	2.00
No. 1	4.50	No. 1	2.25
No. 2	6.25	No. 2	3.00
No. 3	8.00	No. 3	3.75
O. K.—			
10-inch			1.50
14-inch			1.75

CLOCKS—(ALARM)—Ace, $3.50 each; America, $1.50; Automatic, $5.25; Bingo, $3.75; Brownie, $4.00; Circle, $3.00; Columbia, $3.50; Ideal, $2.75; Indian, $1.75; Iron Clad, $2.75; Lookout, $2.00; Prompter, $3.00; Simplex, $5.50; Sleepmeter 2, $2.60; Sleepmeter 3, $3.00; Startle, $2.75; Tattoo, Jr., $3.75; Tattoo Int., $3.75.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, HARDWARE—

Black			Galvanized		
Mesh.	Ga.	Price.	Mesh.	Ga.	Price.
3	14	.30	1	14	.15
3	16	.18	2	19	.10
4	19	.25	3	21	.10
4	18	.15	4	23	.10
6	18	.30	6	25	.12½
6	20	.22	8	27	.12½
8	24	.15			
10	25	.12½			

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RETAIL SELLING PRICES—Continued.

CLOTH, WIRE—Black, 4½c sq. ft., full rolls, 4c sq. ft.; Galvanized, 6c sq. ft., full rolls, 5c sq. ft.; Pearl, 8c sq. ft.; Cop. Brnz., 16c sq. ft., full rolls, 13½c sq. ft.

COAL—Blacksmith—
Catch weight sacks, per 100 lbs.....$2.50

COAL CHUTES—Hercules—

No. 1, 16x18.....	13.00	No. 5, 20x24.....	17.50
No. 2, 18x20.....	15.00	No. 6, 16x18.....	14.50
No. 3, 20x24.....	20.00	No. 7, 20x24.....	17.50
No. 4, 16x18.....	11.00	No. 8, 18x24.....	28.00

COPPER—Sheet, 55c lb.; Bars, round, 60c lb.; Tubing, 70c lb.

CORD, SASH—Samson Spot (Hanks)—No. 6 S, $1.95 hank; 7 S, $2.75; 8 S, 8 SC, $3.25; 10 S, 10 SC, $5.00; 12 S, 12 SC, $7.00; WP 12 SC (coils), $1.35 lb.
Phoenix (coils only)—6 C, 95c lb.; 7 C, 95c; 8 C, 90c; 10 C, 90c; 12 C, 90c; 14 C, 16 C, WP 8 C, 95c.
Union (hanks)—No. 6, $1.35; 7, $1.75; 8, $2.30; 10, $3.40; 12, $4.65.

COTTERS—Hammer Lock or Regular Spring.

Length	1-16, 5-64, 3-32 in. 100	1000	⅛ in. 100	1000	5-32 in. 100	1000
½-inch.....	$ .20	$1.25	$ .30	$2.00	$ .35	$2.40
¾-inch.....	.25	1.40	.30	2.00	.40	3.00
1 -inch.....	.25	1.65	.35	2.25	.45	3.25
1¼-inch.....	.25	1.80	.40	2.55	.50	3.50
1½-inch.....	.30	2.05	.45	2.85	.60	4.00
2 -inch.....	.35	2.50	.50	3.40	.70	4.75
	3-16 in.		¼ in.		5-16 in.	
½-inch.....	$ .50	$3.75	.....	.....	.....	.....
1 -inch.....	.60	4.25	$1.00	$6.75	$1.75	$11.00
1¼-inch.....	.70	5.00	1.10	8.00	2.00	14.50
1½-inch.....	.80	5.50	1.25	9.00	2.00	14.50
1¾-inch.....	.90	6.00	1.50	10.00	2.25	16.00
2 -inch.....	1.00	6.75	1.75	11.50	2.50	17.50
2½-inch.....	1.10	7.75	2.00	14.00	3.00	20.00

CRAYON—Lumber, 10c; Soapstone, 5c.

CUTTERS—Pipe—Barnes, No. 1, $3.40 each; 2, $4.50; 3, $7.50; 4, $15.00; 5, $22.50; 6, $30.
Saunders—No. 1, $2.55 each; 2, $3.85; 3, $9.85; 4, $15.80.
Trimo—No. 1, $3.40 each; 2, $4.50; 3, $7.50.

DAMPERS—Stove Pipe—No. 3, 15c each; 4, 20c; 5, 20c; 6, 25c; 7, 35c; 8, 50c; 9, 65c; 10, 75c.

DIVIDERS—Wing, No. 1 and 2, 6-inch, 65c pair; 7-inch, 75c; 8-inch, 85c; 10-inch, $1.15. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOLLIES—Timber—
No. 649, 6-inch .....$9.00 No. 650, 8-inch $12.50

DOORS—Ash Pit—

8x8	1.60	10x12	2.85
8x10	1.75	12x15	4.50

ASH TRAPS—Common, 7x9, 70c; Adams Double, 80c.

DOORS—Screen, Black—
Common, ⅞-inch, 2-6x6-6..... 2.50
Common, ⅞-inch, 2-8x6-8 ..... 2.65
Common, 1⅛-inch, 2-6x6-6 ..... 2.85
Common, 1⅛-inch, 2-6x6-8 ..... 3.00
Common, 1⅛-inch, 2-10x6-10 ..... 3.25
Common, 1⅛-inch, 3x7 ..... 3.50

DRILLS—Millers Falls (Breast)—

12	6.00	312	4.00
12A	5.75	718	5.50
87	10.00	817	3.25
97	10.75	820	3.00
118	6.50		

Yankee—Millers Falls, Hand (Standing)—

1	2.85	98	5.50
2	4.50	105	3.25
2B	4.00	306	4.25
3A	3.25	343	3.00
5	3.75	1980	5.75

Drill Presses—Millers Falls

20	10.00	28	6.35
21	14.00	210	13.75
22	4.00		

Hand Drills

4	2.75	445	4.35
4½	2.50	455	5.00
5½	5.00	545	7.50
5½B	5.00	550	6.75
49	2.00	555	9.00
52	2.75	1480	3.00
53	3.30	1445	4.75
54	3.65	1455	5.00
154	5.00	1580	4.50
259	6.00	1540	6.60
329	3.10	1545	8.50
385	7.25	1550	8.00
379	3.30	1555	9.00

Bench Drills

8	7.25	490½	17.80
8½	9.50	1003	12.00
9½	13.25	1005	20.00
10½	28.60	11	22.00

Breast Drills

20	6.50	6	5.85
245	4.75	07	5.50
279	13.25		

Chain Drills

307	4.50	318	6.60
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	2.65	44	2.85
42	1.85	50	4.00

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	.85	305	.50
301	.85		

Yankee Drill Points
Set of 8, 75c; each 10c.

Bits, Wood (Syracuse Pattern)

C 114 A, S 109 A—		C 114 A, S 109 A—	
2	.20	12	.45
3	.20	13	.50
4	.20	14	.50
5	.25	15	.55
6	.25	16	.60
7	.30	17	.65
8	.35	18	.70
9	.40	19	.75
10	.40	20	.80
11	.45	24	1.00

Bit Stock

C 114, M 109 or M 309, and S 108—		C 114, M 109 or M 390, and S 108—	
1-16	.15	15-32	.80
3-32	.20	½	.90
⅛	.28	17-32	1.00
5-32	.25	9-16	1.10
3-16	.30	19-32	1.20
7-32	.35	⅝	1.30
¼	.40	11-16	1.40
9-32	.45	¾	1.60
5-16	.55	13-16	1.80
11-32	.60	⅞	2.00
⅜	.65	15-16	2.20
13-32	.70	1	2.40
7-16	.75		

Straight Shank Jobbers

C 108, M 105 or M 330, S 105—		C 108, M 105 or M 330, S 105—	
1-32	.10	7-32	.20
3-64	.10	15-64	.25
1-16	.15	¼	.25
5-64	.15	9-32	.30
3-32	.15	5-16	.35
7-64	.15	11-32	.40
⅛	.15	⅜	.45
9-64	.15	13-32	.50
5-32	.15	7-16	.60
11-64	.20	15-32	.70
3-16	.20	½	.80
13-64	.20		

Straight Shank, Wire Gauge

C 108 A, M 107 or M 340, S 107—		C 108 A, M or 107 or M 340, S 107—	
1 to 5.....	.25	36 to 40.....	.16
6 to 10.....	.22	41 to 45.....	.16
11 to 15.....	.20	46 to 50.....	.15
16 to 20.....	.18	51 to 55.....	.15
21 to 25.....	.17	56 to 60.....	.15
26 to 30.....	.16	61 to 80.....	.10
31 to 35.....	.16		

ELBOWS—Conductor—

Pl. Rd.		Rd. Adj.	
2-inch	.35	1½-inch	.25
3-inch	.50	2-inch	.20
4-inch	.60	3-inch	.25
Corrugated—Conductor		Shoes	
2-inch.....$	.25	2-inch .....$	.25
3-inch.....	.30	3-inch	.30
4-inch.....	.45	4-inch	.45
5-inch.....	.90	5-inch	.90

EMERY—Grain—
No. 60, per lb.....$ .25
No. 70, per lb..... .25
No. 80, per lb..... .25
No. 90, per lb..... .25
No. 100, per lb..... .25
No. 120, per lb..... .25

Flour Emery—
Per lb ..... .25
Stones—(See Stones)
Cloth—(See Cloth)
Wheels—(See Wheels)

FASTENERS, Casement (Bronze)—No. 722, all finishes, 45c each; 724, 45c; 732, 45c; 734, 45c; 2061, $1.60; 02162 EA, SHA, E, 65c; 02162 F, 55c; 02163 EA, E, 75c; 2164 EA, SHA, $1.00; 2164 E, $1.00.
Steel—No. 622 R, EA, 20c each; 622 KF, SHA, SHB, SR, E, 25c; 624 R, EA, 20c; 624 KF, SHA, SHB, SR, E, 25c; 632 R, EA, 20c; 632 KF, SHA, SHB, SR, E, 25c; 634, R, EA, 20c; 634 KF, SHA, SHB, SR, E, 25c; 3163 R, EA, 40c; 03163 E, 45c; 3164, EA, 40c; 3164 SHA, E. & F., 45c.

FASTENERS, Sash (Bronze)—No. 582 EA, 35c each; 582 SHA, SHB, E, 40c; 815 EA, 30c; 815 SHA, E, 35c; 1831½ EA, SHA, E, 80c.

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RETAIL SELLING PRICES—Continued.

Cast Iron and Steel—No. 324, 15c; 324 R, EA, 15c; 324 E, 15c; 500 R, EA, 15c; 500 KF, E, 15c; 542 R, EA, 10c; 542, SR, SHA, KF, E, 10c; 542, SHB, 10c; 800 R, EA, 10c; 800 SHA, KF, E, 10c; 1831½ F, 50c; 33131 R, EA, 20c; 33131 KF, SHA, E, 25c.

FAUCETS—Cork Lined—
7-inch each.....$ .15
8-inch, each.....$ .20
9-inch, each..... .25

FELT—Deadening. Size Roll, ¾-lb., $3.25; 1-lb., $4.00; 1½-lb., $6.00. Tarred, 250-ft. roll, $1.65 each; 500-ft. roll, $3.25 each.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch.....	.80	.20			
3-16 inch.....	1.10	.20	⅛ inch.....	$2.50	$ .20
¼ inch.....	1.40	.25	3-16 inch.....	3.50	.20
5-16 inch.....	2.25	.45	¼ inch.....	4.25	.25
⅜ inch.....	3.00	.60	5-16 inch.....	6.50	.45
½ inch.....	5.50	.80	⅜ inch.....	9.00	.60
⅝ inch.....17.50		...	½ inch.....16.50		.80
¾ inch.....27.50		...			

FILES—Band saw, slim, 4 inches long, 20c each; 5, 25c; 6, 30c; 8, 40c; 10, 65c. Knife, bastard, 4, 35c; 5, 40c; 6, 45c; 8, 55c; 10, 65c. Regular Taper, 3-3½, 15c; 4, 15c; 4½, 15c; 5, 20c; 5½, 20c; 6, 25c; 8, 35c; 10, 55c. Slim Taper, 3-3½, 15c; 4, 15c; 4½, 15c; 5, 20c; 5½, 20c; 6, 25c; 8, 30c; 10, 40c. Warding, bastard, 4, 25c; 5, 30c; 6, 30c; 8, 40c. Flat, bastard, 3-4, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 45c; 12, 60c; 14, 85c; 16, $1.10. Half Round, bastard, 3-4, 30c; 5, 35c; 6, 40c; 8, 45c; 10, 60c; 12, 75c; 14, $1.00; 16, $1.30. Mill Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 90c. Round Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 90c. Square Bastard, 3-4, 25c; 5, 30c; 6, 30c; 8, 35c; 10, 45c; 12, 70c; 14, 90c; 16, $1.15.

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75. Am. Heavy: 17, $1.00. Extra Shafts, 15-inch, 25c; 17-inch, 35c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Daylos—

Tubular Nos.	2602	2604	2612	2616	2619	2627	2628
Complete ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.35	$1.10
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	.85	.75
Tubular Nos.	2630	2631	2632	2633	2634	2638	2659
Complete, ea.	$1.55	$1.85	$2.25	$2.75	$2.35	$3.10	$3.25
Case & Bulb, ea.	1.05	1.50	1.75	2.25	2.00	2.75	2.75
Pocket Nos.	6954	6961	6962	6971	6972	6991	6992
Complete, ea.	$1.25	$1.00	$1.25	$1.00	$1.25	$1.25	$1.50
Case & Bulb, ea.	.95	.70	.85	.70	.85	.95	1.10
Tubular Battery Nos.				705	706	790	791
Battery only, each				$ .50	$ .25	$ .85	$ .80
Pocket Battery Nos.	700	703		750	751	792	793
Battery only, each	$ .30	$ .40		$ .30	$ .40	$ .30	$ .45

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Bulb ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Bulb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	1.00	1.25	1.25	1.35	1.50	1.65	1.90
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Chain Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each....$1.00 $1.10 Battery only, each..$ .25
Case and Bulb, each .75 .85
Battery only,

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $15.00; No. 151 Chicago, $17.50

FREEZERS— Arctic

Qts.	Each.	Qts.	Each.
1	3.35	3	6.00
2	4.00	4	7.00
3	4.60	6	9.00
4	5.70	8	11.50
6	7.25	10	14.75
8	9.35	12	18.75
White Mountain		15	22.25
1	4.00	20	29.00
2	5.00	25	37.00

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.75; 14-in., $1.85; 16-in., $2.00.

GARBAGE CANS—(See Cans)

GATES—Molasses and Oil—
Perfection—½-inch, $1.00 each; ¾-inch, $1.25; 1-inch, $1.50; 1¼-inch, $1.75; 1½-inch, $2.00; 2-inch, $2.65.
Stebbin's Pattern—1-inch, 35c each; 1⅛-inch, 40c; 1⅜-inch, 45c; 1⅝-inch, 50c; 1 13-16 inch, 60c.

GAUGES—Butt—

No. 93	1.50	No. 77	1.25
No. 94	1.75	No. 71	.85
No. 95	1.65	No. 90	.65
No. 95½	1.25	No. 91	1.25
Marking		No. 92	1.85
No. 61	.15	No. 97	.85
No. 64	.40	No. 98	1.50
No. 65	.75		

Lock Fast—½-inch, $1.15 each; ¾-inch, $1.35; 1-inch, $1.50; 1¼-inch, $1.85; 1½-inch, $2.25.
Enterprise, Self Measuring—No. 61, Faucet, $6.00; 97, Pump, $14.50.
Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I C, $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASSES—

Ground Level—		Proved Level—	
1¾	$ .50	1¾	$ .10
2	.60	2	.10
2½	.65	2½	.15
3	.70	3	.15
3½	.75	3½	.20

GLASSES—GAUGE—

	Standard.			Extra Heavy.	
	⅜	½ & ⅝	¾	½ & ⅝	¾
6	.25	...	...	...	....
8	.25	...	...	...	....
10	.25	.25	.30	.55	.75
12	.25	.30	.35	.60	.90
14	...	.35	.45	.70	1.05
16	...	.40	.50	.85	1.25
18	...	.45	.55	.95	1.35
20	...	.65	.80	...	....
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Pony, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 50c.
Railroad—No. 39 Clear, 20c each; 39 Green or Red, 30c.
Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 30c each.

GLUE—Dry—XX White, $1.00 lb.; White, 60c lb.; dark, 45c lb.
Le Pages and Imperial—

1 oz.	½ pt.	¼ pt.	½ pt.	Pt.	Qt.	½ gal.	Gal.
Ea. .15	.20	.25	.40	.60	1.00	1.75	3.00

GRAPHITE—Flake, per lb., 75c.

GALVANIZED WARE—

Boilers, Coffee

No.	Each
801½	.90
802	1.10
803	1.35
804	1.90
806	2.15
808	2.60
810	3.00
812	3.40

Boilers, Wash

407 A	2.00
408 A	2.45
409 A	2.65

Bowls, Wash

70	.25
80	.35

Buckets, Fire

112	.75
114	.85
314	.95

Buckets, Well

101	.75
121	.85
141	.95

Cans, Ash

2½	4.80
3	5.75
4	6.75
5	7.75

Cans
Garbage, Smooth or Corrugated

145 (16)	6.75
200, 2	1.00
800, 3	1.35
400, 4	1.65
500, 5	1.90
600, 6	2.25
700, 7	2.75
800 (80)	6.25
900 (90)	7.25

Gasoline Cans

1 P & B	3.00
110	.65
255	2.00
605	2.00

Oil Cans

01	.50
02	.85
25	1.80
105	1.50
205	1.75

Dippers

210	.25

Coal Hods

616	.90
617	1.00

Camp Kettles

1 Gallon	.40
1½ Gallon	.55
2 Gallon	.70
3 Gallon	.90
4 Gallon	1.05

Cement Pails

140	2.00
1140	2.50

Chamber Pails

410	1.10
412	1.20

Stock Pails

12 S	.75
14 S	.85
16 S	.95
18 S	1.05
20 S	1.20

Water Pails

8	.45
10	.50
12	.55
14	.65
16	.75
320	1.00

Refrigerator Pans

1	.65
2	.75
3	.85

Watering Pots, or Sprinklers

514	.85
516	1.00
518	1.25
520	1.50
522	1.75
526	2.00

Foot Tubs

50	.75
51	.85
52	.95
53	1.10
54	1.35

Wash Tubs

0	1.15
1	1.40
2	1.65
3	1.85
10	2.00
20	2.35
30	2.75
410 S	2.00
420 S	2.35
430 S	2.75

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RETAIL SELLING PRICES—Continued.

GRINDSTONES—Family, No. 020 7-inch, $2.50 each; 8-inch, $2.75; 10-inch, $3.25; 12-inch, $3.75. Loose, 15 to 40 lbs., $6.00 cwt.; 40 to 200 lbs., $5.50; over 200, $6.00. Mounted, No. 710, 1-inch, $8.50 each; 2, $9.50; 3, $10.00; 04, $10.50; 05, $9.50; 015, $17.50; 025, $11.50. Fixtures, 15-inch, $1.10 set; 17, $1.40; 19, $1.65.

HACKSAWS—

Lght.	Lenox, Power. Wdth.	Lt.	Heavy.
8"	9-16	.90	....
10"	⅝	1.15	....
10"	¾	1.35	1.95
10"	1	....	2.45
12"	⅝	1.35	....
12"	¾	1.60	2.35
12"	1	2.80	2.95
14"	⅝	1.70	....
14"	¾	1.90	2.75
14"	1	2.65	3.50
16"	¾	2.15	3.15
16"	1	3.05	3.90

17"	¾	2.30	....
17"	1	3.25	4.15

Hand, Star and Lenox

Length.	Each	Doz.
8-inch	.10	.75
9-inch	.10	.85
10-inch	.10	1.00
11-inch	.10	1.10
12-inch	.15	1.20

Hand, Victor

8-inch	.10	.85
9-inch	.10	.95
10-inch	.15	1.10
12-inch	.15	1.25

HAMMERS—Maydole Carpenters' Nail—No. 1, $1.45 each; 1½, $1.35; 2, $1.20; 3, $1.15; 11, $1.45; 11½, $1.35; 12, $1.20; 12½, $1.15; 13, $1.10; 14, $1.00; 200, $1.90; 611½ $2.00; 710, $1.80; 711, $1.60; 711½, $1.50; 712, $1.35; 811½, $1.65. Maydole Brad—No. 926, 95c each; 927, 90c. Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50 each. Maydole Machinist Ball Pein—No. 375, $1.90 each; 376, $1.80; 377, $1.70; 378, $1.60; 379, $1.50; 770, $2.00; 770½, $1.75; 771, $1.60; 772, $1.45; 773, $1.30; 774, $1.20; 775, $1.10; 776, $1.00; 777, 95c; 778, 90c.

HAMMERS—V & B Vandor Vanadium—Vanadium, No. 41½, $2.00 each; Nail Hammers, No. 11½, $1.50; Ball Pein, No. 2, $1.25.

HANDLES—Adze, No. 320, House, 90c each; 321, Ship, 90c. each.
Auger—No. 1, $1.00 each; 2, $1.00 each; 3, $1.35 each; 4, $4.50 each; 5, $3.00 each.
Axe, Broad—No. 315, 85c each.
Axe, Double Bit—No. 312, 75c each.
Axe—Single Bit—No. 101, 90c each; 102, 90c; 103, 80c; 201, 65c; 302, 75c; 401, 50c; 502, 65c; 602, 50c; 505 Freighters, 60c; 506 Boys', 50c; 507 Boy Scout, 15c; 00 Hunters, 20c; 1 Hunters, 20c.
Chisel, No. 22, 10c each; 23, 25c each; 95, 15c each; 608, 15c each; 616, 15c each; 617, 15c each; 620, 10c each; 621, 10c each.
Drawer, No. 2, all finishes, .65 each; 2½, 60c each; 7, 80c each; 11, 25c each; 01000, 30c each; 01007, 35c each; 01013, 35c each; 9854, 30c each.
File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55 (5), 20c each.
Hammer:
Adze Eye No. 11, 25c each; 13, 25c each; 15, 20c each; 19, 20c each; 111L, 15c each; 115L, 15c each; 124L, 15c each. Farriers No. 23, 20c each.
Machinist No. 25, 14-inch, 20c; 16-inch, 20c; 18-inch, 25c; 20-in., 25c. Machinist No. 29, 16-in., 20c; 18-in., 25c. Machinist No. 33, 18-inch, 25c. Machinist No. 125, 14-inch, 15c; 16-inch, 15c; 18-inch, 15c. Riveting No. 21, 12 and 13 inch, 20c each.
Hatchet, Box No. 43, 13½-inch, 20c each; Broad No. 39, 16-inch, 25c each; Broad No. 39, 18-inch, 30c each; Broad No. 40, 16-inch, 25c each; Broad No. 40, 18-inch, 25c each; Claw No. 37, 14-inch, 20c each; Claw No. 137L, 14-inch, 20c each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 18-inch, 20c each; Shingling No. 35, 14-inch, 25c each
Hoe, OXR, 4½, 55c each; XR, 4½, 55c each; XRM, 5½, 55c each; XRM, 6, 75c each; XRMC, 6, 75c each; XG, 4½, 55c each; XMH, 4½, 60c each; XMH, 5, 65c each; XP, 51¾, 55c each; XP, 52, 65c each; XP, 52½, 65c each, XP, 52½, 75c each; 530, Grub, 70c each.
Maul, No. 335, 75c each; 336, 75c each.
Mop, No. 7, 30c each; 30, 50c each.
Pick, No. 327, Drifting, 85c each; 427, Drifting, 50c each; 527, Drifting, 60c each; 627, Drifting, 50c each; 325, Surface, $1.00 each; 425, Surface, 50c each; 525, Surface, 75c each; 625 Surface, 60c each.
Rake, XR, 5½, 50c each; XR, 6, 60c each.

HATCHETS—Box, No. USD 2, Underhill's, $2.75 each; 3010, Plumb's, $2.50; 3011, Plumb's, $2.75; 3005, Plumb's, $2.00. Broad, No. TB 1, Plumb's, $2.00 ea.; TB 2, Plumb's, $2.10; TB 3, Plumb's, $2.25; TB 4, Plumb's, $2.50; TB 5, Plumb's, $2.75; PTB 1, Philadelphia, $1.75; PTB 2, Philadelphia, $1.85; PTB 3, Philadelphia, $2.00; PTB 4, Philadelphia, $2.25; PTB 5, Philadelphia, $2.50; 640, Plumb's, $2.00; 641, Plumb's, $2.25; 642 Plumb's, $2.50; 643, Plumb's, $2.75; 644, Plumb's, $3.10; 2991, Plumb's, $2.00; 2992, Plumb's, $2.25; 2993, Plumb's, $2.50; 2994, Plumb's, $2.75; 2995, Plumb's, $3.10; 2996, Plumb's, $3.40.
Claw, No. TC 1, Plumb's, $1.75 each; TC 2, Plumb's, $2.00; TC 3, Plumb's, $2.10; PTC 1, Philadelphia, $1.85; PTC 2, Philadelphia, $1.50; PTC 3, Philadelphia, $1.65; 93, All Steel $1.00; 610, Plumb's, $1.50; 611, Plumb's, $1.65; 612, Plumb's, $1.85; 2971, Plumb's, $1.65; 2972, Plumb's, $1.75; 2978, Plumb's, $1.85.
Derrick, 582, Plumb's, $2.50 each.
Flooring, 2985, Plumb's, $2.25 each; 2986, Plumb's, $2.40; 2987, Plumb's, $2.60.
Half, No. TH 1, Plumb's, $1.75 each; TH 2, Plumb's, $2.00; TH 3, Plumb's, $2.00; 600, Plumb's, $1.50; 601, Plumb's, $1.75; 602, Plumb's, $1.85; 2961, Plumb's, $1.60; 2963, Plumb's, $1.80.
Lathing, No. TL 1, Plumb's, $1.65 each; TL 2, Plumb's, $1.75; 100, Underhill's, $2.50; 110 Underhill's, $2.75; 545, Plumb's, $2.15; 620, Plumb's, $1.65; 621, Plumb's, $1.75; 1960 Plumb's, $2.15; 1961, Plumb's, $2.85; 1962, Plumb's, $3.00; 2980, Plumb's, $1.75; 2981, Plumb's, $1.85; 2982, Plumb's, $2.00.
Shingling, No. PTS 1, Philadelphia, $1.35 each; PTS 2, Philadelphia, $1.40; PTS 3, Philadelphia $1.50; TS 1, Plumb's, $1.75; TS 2, Plumb's, $1.85; TS 3, Plumb's, $1.85; 90, All Steel, 70c; 565, Plumb's, $2.40; 591, Plumb's, $1.50; 592, Plumb's, $1.65; 593, Plumb's, $1.75; 2951, Plumb's, $1.50; 2952, Plumb's, $1.65; 2953, Plumb's, $1.75, Warehouse, No. 650 W, Plumb's, $3.00 each.

HEADS (MOP)—Cotton, No. 9, 40c each; 12, 55c; 15, 70c; 18, 80c.
Linen, No. 012, 60c each; 015, 75c; 18, 90c; 020, $1.00.

HINGES AND BUTTS' (Screws included—
Hinges—
No. 900 Lt. Strap Hinges.

	Pr.	Dz. Pr.
3-inch	.20	1.60
4-inch	.25	1.90
5-inch	.25	2.25
6-inch	.30	2.85

No. 935 Cor. Strap Hinges

	Pr.	Dz. Pr.
4-inch	.25	2.10
5-inch	.35	3.20
6-inch	.45	4.30
8-inch	.60	6.40
10-inch	.80	9.00
12-inch	1.25	13.50

No. 904 Lt. Tee Hinges.

	Pr.	Dz. Pr.
3-inch	.20	1.60
4-inch	.25	1.90
5-inch	.25	2.25
6-inch	.30	2.80

No. 937 Cor. Tee Hinges.

	Pr.	Dz. Pr.
4-inch	.40	3.50
5-inch	.55	4.45
6-inch	.60	5.50
8-inch	.80	8.40
10-inch	1.15	11.10
12-inch	1.65	17.25

BUTTS—
Butts—No. 888.

	Pr.	Dz. Pr.
¾-inch	.10	.70
1-inch	.10	.80
1¼-inch	.10	.85
1½-inch	.10	.95
1¾-inch	.10	.95
2-inch	.15	1.05
2¼-inch	.15	1.30
2½-inch	.20	1.45
2¾-inch	.20	1.65
3-inch	.20	1.95
3½-inch	.25	2.25

No. 840

1½-inch	.15	1.25
1¾-inch	.15	1.45
2-inch	.15	1.50
2¼-inch	.20	1.70
2½-inch	.20	1.80
2¾-inch	.20	1.90
3-inch	.25	2.15

No. 733

2½x2½-in.	.35	.40
3x3-in.	.40	.45
3½x3½-in.	.40	.50
4x4-in.	.45	.55
4½x4½-in.	.70	.80
5x5-in.	.90	1.00
5½x5½-in.	1.15	1.35
6x6-in.	1.25	1.50

No. 731½

2½x2½-in.	.30	.35
3x3-in.	.35	.40
3½x3½-in.	.35	.45
4x4-in.	.40	.50
4½x4½-in.	.55	.70
5x5-in.	.80	.90
5½x5½-in.	1.15	1.25

No. 241 F&D2

2½x2½-in.	.35	.40
3x3-in.	.40	.45
3½x3½-in.	.45	.50
4x4-in.	.50	.55
4½x4½-in.	.75	.85
5x5-in.	.90	1.00
5½x5½-in.	1.25	1.40
6x6-in.	1.40	1.70

No. 241 SF2

2½x2½-in.	.40	.50
3x3-in.	.40	.50
3½x3½-in.	.45	.55
4x4-in.	.50	.60
4½x4½-in.	.75	.90
5x5-in.	.90	1.05
5½x5½-in.	1.25	1.60

No. 160 F&D2

2½-inch	.35	.45
3-inch	.40	.50
3½-inch	.50	.60
4-inch	.60	.70
4½-inch	.80	.90

241 H&N

	Cont.	Ret.
2½x2½-in.	.45	.55
3x3-in.	.45	.60
3½x3½-in.	.50	.55
4x4-in.	.55	.70
4½x4½-in.	.75	.95
5x5-in.	1.20	1.45
5½x5½-in.	1.45	1.65
6x6-in.	1.60	1.95

160 N

2½-inch	.45	.55
3-inch	.55	.65
3½-inch	.60	.70
4-inch	.70	.80
4½-inch	.80	.90

160 SF2

2½-inch	.45	.55
3-inch	.50	.60
3½-inch	.55	.65
4-inch	.70	.80

165 F&D2

1½-inch	.30	.35
2-inch	.35	.45
2½-inch	.40	.50
3-inch	.55	.65
3½-inch	.65	.75
4-inch	.80	.90
4½-inch	.90	1.05

165 N&SF2

1½-inch	.40	.50
2-inch	.45	.55
2½-inch	.50	.60
3-inch	.65	.70
3½-inch	.70	.80
4-inch	.75	.85

295 F&D2

	Pr.	Dz. Pr.
1½-inch	.25	2.60
2-inch	.30	3.00
2½-inch	.35	3.30
3-inch	.40	3.90

295N

1½-inch	.35	3.60
2-inch	.40	4.00
2½-inch	.45	4.10
3-inch	.50	4.95

289 F&D2

	Pr.	Dz. Pr.
2x2-in.	.30	3.15
2½x2-in.	.35	3.30
2½x2½-in.	.40	3.85
3x3-in.	.50	4.85

289N

2x2-in.	.45	4.50
2½x2-in.	.50	4.75
2½x2½-in.	.50	4.85
3x3-in.	.60	6.00

295 SF2

1½-inch	.30	3.15
2-inch	.35	3.35
2½-inch	.40	3.75
3-inch	.45	4.25

295H

1½-inch	.30	3.15
2-inch	.35	3.35
2½-inch	.40	3.75
3-inch	.45	4.25

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RETAIL SELLING PRICES—Continued.

289 SF2	
2x2-in.	.30
2½x2-in.	.35
2½x2½-in.	.40
3x3-inch.	.45
289 H	
2x2-in.	.35
2½x2-in.	.40
2½x2½-in.	.40
3x3-in.	.45

HINGES—FLOOR—

	Set
Bommr, D 15	1.50
R, EA, 315	1.60
SHA, E, 265	1.75
Ch'go, R, EA, KF, 200	3.50
SHA, E, 200	4.00
R, EA, KF, 280	4.25
SHA, E, 280	4.50
Corbin, D, R, EA, 512	1.75

HODS—Coal—

Open Japanned—	
15	.60
16	.70
17	.80
18	.95
20	1.10
SHA, E, 512	1.85
Kats, R, EA, KF,2	1.35
SHA, E, 2	1.50
R, EA, KF, 3	3.25
SHA, E, 3	4.00
R, EA, KF, 3½	3.75
SHA, E, 3½	4.00
Rixon, 7	10.75
8	11.25
10	12.00
15	14.50
20	25.00
25	32.00
30	38.00
40	62.00
Standard, R, EA, 450	6.75
SHA, E, 450	7.25
R, EA, 452	10.50

Open Galvanized—	
15	.90
16	1.00
17	1.15
18	1.25
20	1.60

HOLLOW WARE, CAST IRON—Dutch Ovens, No. 8 E, $3.50 each; 9 E, $3.85; 10 E, $4.50; 11 E, $5.25; 10-inch, $2.00; 11-inch, $2.40; 12-inch, $2.85; 13-inch, $3.25; 14-inch, $4.00; 10-inch lids, $1.00; 11-inch lids, $1.10; 12-inch lids, $1.35; 13-inch lids, $1.60; 14-inch lids, $1.80.

Gem Pans—No. 1, $1.00 each; 2, $1.00 each; 5, $1.00 each; 8, $1.00 each; 10, $1.20 each; 11, $1.05 each.

Griddles—No. 17, $1.00 each; 18, $1.10 each; 19, $1.25 each; 20, $1.50 each; 010, $1.60 each; 012, $1.75 each; 014, $2.00.

Kettles, Stove—No. 7, $2.60 each; 8, $2.90 each; 9, $3.40 each; 07, $2.60 each; 08, $2.90 each; 09, $3.40 each.

Pots, Stove—No. 17, $3.35 each; 18, $3.75 each; 19, $4.25 each; 017, $5.25 each; 018, $3.75 each; 019, $4.25 each.

Skillets or Spiders—No. 3, 80c each; 4, 90c each; 5, $1.10 each; 6, $1.10 each; 7, $1.25 each; 8, $1.35 each; 9, $1.50 each; 10, $1.75 each; 11, $2.25 each; 12, $2.65 each; 7 W, $1.40 each; 8 W, $1.50 each; 70, $1.10 each; 80, $1.20 each; 90, $1.35 each.

Waffle Irons—No. 7, $1.85 each; 8, $2.25; 9, $2.50; 7 D, $2.45; 8 D, $2.65; 9 D, $3.15; 11, $2.85; 12, $4.50; 14, $8.50.

HOOKS AND EYES—(Price per dozen)—

No.	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.10	.20
13 or 113	.10	.15	.10	.15
14 or 114	.10	.10	.10	.10

Gate Hooks and Eyes— Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.85
No. 1040, brass	.75	.90	1.10	1.50	1.75	2.00	3.50

Ceiling—	Each.
35 Cast	.35
63 R, EA, cast	1.15
63 KF, SHA, Cast	1.25
135 Cast	.35
4 wire	.25
6 wire	.25
8 wire	.30
46 wire	.40
104 wire	.40
Coat and Hat—	
20 cast	.50
75 and 175, cast	.35
89 cast	.75
92 cast	.95
93 cast	.95
240 R, EA, cast	.90
240 KF, E, cast	1.00
640 Cast	.55
D 640, cast	.65
640 R, EA, cast	.80
640 KF, SHA, E, cast	.85
680 EA, E, cast	4.50
10 Porcelain	1.75
60 and 160, wire	.20
70 and 170, wire	.25
80 wire	.25
270 wire	.25
470 wire	.35
1[illegible]	.25
Clothes Line—	Ea.
2	.10
3	.10
22	.15
23	.15
Grass—	
2, 3 and 4	.05
A2, A3, and A4	.65
5	.60
6	.75
23	.90
70	.50
75	.50
Hammock—	
128	.10
138	.15
Harness—	
9	.20
12	.30
13	.65
15	.25
16	.30
82	.25
238	.70
Hay Fork—	
120, ⅜-inch	.25
120, ¾-inch	.35
122, ¼-inch	.10
122, ⅜-inch	.15
122, 7-16 inch	.20
122, ½-inch	.25

HOSE COUPLINGS—Com. Size ½, each 20c; ⅝, 20c; ¾, 20c.

HOSE (GARDEN)—

Coupled 50-foot Lengths—Aztec, ½-inch, 22c ft. Aztec, ¾-inch, 26c foot. Deluge, ½-inch, 21c; Deluge, ⅝-inch, 25c. Delphos, ½-inch, 18c foot; Delphos, ¾-inch, 21c. Sierra, ½-inch, 23c; Sierra, ¾-inch, 23c; Simi, ½-inch, 15c; Simi, ¾-inch, 19c. Summit, ½-inch, 17c; Summit, ¾-inch, 20c. Ten Cee—½-inch, 15c; Ten Cee, ¾-inch, 19c, Torrent, ½-inch, 21c; Torrent, ¾-inch, 25c. Arrow, plain, ½-inch, Arrow, WW, ¾-inch, 23c. Whirlpool, ½-inch, 17c; Whirlpool, ¾-inch, 20c.

Reel—Not coupled—Endurah, ½-inch, 22c; ¾-inch, 26c. Goodrich Ribbed, ½-inch, 25c; Goodrich Ribbed, ¾-inch, 29c. Utility, ½-inch, 18c; ¾-inch, 21c.

ICE TOOLS—

No. 315 Plow, 8-in	$40.00
No. 316 Plow, 10-in	47.50
No. 317 Plow, 12-in	54.00
No. 320 Plow, 8-in	42.50
No. 321 Plow, 10-in	50.00
No. 322 Plow, 12-in	57.00
No. 456 Splitting Chisel	4.75
No. 495	5.85
No. 520 Ice Hooks, 4-ft	1.35
4½-ft	1.40
5-ft	1.50
6-ft	1.65
No. 1 Ice Tongs V & B	1.75
No. 2	2.00
No. 3	2.25
No. 540, 13-inch	2.00
14½-inch	2.15
16½-inch	2.35
Pound Ice Saws—Tiller Handle.	
4½-foot	5.75
5-foot	6.25
5½-foot	6.75

IRON—Bars, Small Lotes. (Cutting Extra)

Common Bar	.06 lb.	Base
Angle Iron, ½-inch	.10	
Angle Iron, 3-16-inch	.08	
Angle Iron, ¼-inch and heavier	.07½	
Rd., sq. and sq. twisted—		
¼-inch and smaller	7.50	Base
5-16 inch	7.00	
⅜ to 2½-inch	6.50	
3-inch and larger	7.50	
Flats, all sizes	6.50	

IRONS—Sad. Common, 9c lb.

Mrs. Potts—No. 50, $2.50 set; No. 55, polished iron, $2.25 set; No. 550, 12 lbs., $2.00 set.

Sensible Laundry—No. 25, $3.00 set; Asbestos Laundry, No. 70, $3.00 set; G. Pressing, 15c lb; T Tailors' Goose, 15c lb.; N Gasoline, $5.00 each.

JACKS—Bell Bottom, Net List.

Wagon—Lance—0L, each $1.75; 1L, $2.50; 2L, $3.50; 3L, $6.75.

KNIVES AND FORKS—Iron Handled, $1.75.

Butcher— No.	Each	No.	Each
526— 5	$ .75	1500— 7	$1.25
526— 5½	.85	1500— 8	1.50
526— 6	.95	1910— 6	.50
526— 6½	1.10	1910— 7	.60
526— 7	1.35	1910— 8	.75
526— 8	1.65	2200— 6	1.00
526— 9	$2.00	2200— 7	1.35
526—10	2.50	2200— 8	1.60
526—12	3.50	3047— 6	.60
526—14	4.25	3047— 6½	.70
790— 6	1.00	3047— 7	.85
790— 7	1.30	3047— 8	1.00
790— 8	2.00	3047—10	2.00
1500— 6	1.00	3047—12	2.50
Cheese—			
675			1.75

Cooks French—		Draw—	
267— 6	.80	84— 4	.75
267— 8	1.80	100— 6	3.75
267— 9	1.50	100— 7	4.00
267—10	1.85	100— 8	4.50
267—12	2.00	100— 9	5.00
Corn—		105— 6	1.50
2	1.00	105— 8	1.50
3	.60	105— 9	1.95
5	.45	105—10	1.75
10	.60	105—12	2.00

KNIVES—Hay—Lightning, $1.75; Iwan Sickle, $2.00; Iwan Serrated, $2.00; Heath's Upright, $1.85. Corn—Corn King, 40c; No. 12 Hooks, 50c.

KNOBS—Maple, Base, 5c each; 40c doz.

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RETAIL SELLING PRICES—Continued.

LACING—Belt—

Rawhide, Cut			
Size ¼, per ft.	.03	3, coil	.80
Size 5-16, per ft.	.03½	O M, 1 M, 2 M, 3 M, spl	.80
Size ⅜, per ft.	.04		
Size ½, per ft.	.06	Hooks	Doz.
Size, ⅝, per ft.	.07	10	.05
Size ¾, per ft.	.08	9	.05
Wire		8	.05
0 and 1, coil	.60	7	.10
2, coil	.70	6	.10

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LANTERNS—Boys'—No. 389, 45c each; 1596, Cadet, 25c.
Dash—No. 321, Prisco, $2.00 each; 331, Prisco, $2.25.
Cold Blast Tubular—No. 320, Prisco (Little Wizard), $1.35 each; 400, Prisco (Nustyle), $1.65, 477, Prisco, $1.50
Hot Blast Tubular—No. 165, Prisco, $1.00 each; 165R, Prisco (Ruby), $1.50; 176, Prisco (Bulseye), $1.50; 217, Prisco, $1.00.

LANTERNS—Dietz Tubular.

Hot Blast Lanterns		Underwriter's Mill Lanterns	2.50
Little Star Tin Lanters	.90	No. 2 Blizzard Mill Lanterns	3.50
Hy-Lo Tin Lanterns	.90	Fire Dept. Lanterns	
Victor Tin Lanterns	.95	King Fire Dept. Tin enamel finish	4.75
Monarch Tin Lanterns	.95	Same, Nickel-plated on Tin	5.25
O. K. Tin Lanterns	.100	Same, all Brass	6.00
No. 2 Royal Tin Lants.	1.10	Same, Nickel-plated on Brass	6.50
Cold Blast Lanterns		No. 2 Wizard Fire Dept. Brass Founts with enamel finish	5.00
Junior Tin Lanterns	1.00	Same, all Brass	6.50
Junior Brass Lanterns	1.75	Same, Brass, Nickel-plated	7.00
Junior Brass Nickel-plated Lanterns	2.00	Wall Lanterns	
No. 2 Crescent Tin Lanterns	1.25	No. 15 Wall Lanterns	2.50
No. 2 Blizzard Tin Lanterns	1.45	No. 25 Wall Lanterns	2.75
Same, Brass Fount and Top	2.00	No. 30 Beacon Wall Lanterns	2.75
No. 2 Large Fount Blizzard Lanterns	1.65	No. 60 Beacon Wall Lanterns	8.75
Little Wizard Tin Lanterns	1.10	Street and Hanging Lanterns	
No. 2 Wizard Tin Lanterns	1.45	Pioneer Street Lanterns, Tin	7.25
Same, Brass Fount and Top	2.00	Same, Brass Founts	9.25
No. 2 Large Fount Wizard Lanterns	1.65	Same, all Brass	12.00
Same, Brass Fount and Top	2.10	Pioneer Hanging Lanterns, tin	7.75
Dash and Wagon Lanterns		Same, Brass Founts	10.75
Buckeye Dash Lant'ns	1.25	Platform Lanterns	
Junior Wagon Lant'ns	1.75	Imperial Platform Lanterns	12.50
Roadster Wagon Lanterns	1.75	No. 1 Climax Platform Lanterns	5.00
Driving Lanterns		No. 2 Climax Platform Lanterns	5.25
Eureka Driving, plain lens	2.00	Nos. 1 and 2 Climax Nested	10.50
Same, with optical lens	2.35	Unclassified Lanterns	
Octo Driving, pl'n lens	4.00	Police Flash Lanterns	1.50
Same, optical lens	4.75	Traffic Signal Lant'ns	4.00
Union Driving, plain lens	4.50	No. 12 Display Stand and Assortment	22.00
Same, with optical lens	5.00		
Mill Lanterns			
Watchman's Mill Lanterns, enamel. fin.	2.25		

LEAD—Bar, 25c lb.; Calking (100 lbs.), 15c lb; Pig (100 lbs.), 12c lb.; Sheet (full), 20c lb.; Wool, 25c lb.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.
Cotton, Twisted—No. 140, 50c each; 150, 55c.
Wire, Twisted—50 foot, 30 gauge, 40c each; 75 foot, 20 gauge, 50c; 100 foot, 20 gauge, 60c; 50 foot, 18 gauge, 55c; 75 foot, 18 gauge, 65c; 100 foot, 18 gauge, 80c.
Wire, Solid—100 foot, 9 gauge, 85c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ⅜-inch and larger, 45c.

MATS, DOOR—Cocoa—No. 1, $1.50 each; 2, $1.85; 3, $2.15; o2, $2.60; 03, $3.25; 04, $4.00; 05, $4.75.
Steel—No. 20, $1.50 each; No. 40, $2.00 each; $60, $2.85 each; 80, $4.50 each; 100 rolls, 55c square foot.

MATTOCKS—

Short Cutter, No. 1800	Each	$1.50
Long Cutter, No. 1790	Each	1.50
Pick, No. 1810	Each	1.50
Handled, D E 3	Each	1.00
Handled, C E 3½	Each	1.50
Handled S Q 3½	Each	1.25

MAULS—Post—No. 110, $1.50 each; 113, $1.75; 116, $2.25; 118, $2.50; 120, $2.75.
Ship or Top—No. 1560, 30c lb.
Wood Choppers'—No. 2130, 25c lb.; 2131, 25c lb.

MILLS—Cider —

Junior	27.00	Senior	47.00
Medium	32.00	Horse Feed	20.00

MOPS—Handled—

Brown Daisy		O-Cedar		Cotton	
6	.65	4	1.00	120	.80
8	.80	8	1.50	140	.90
7BD	.90	10B	1.25	180	1.00
9BD	1.00	11B	1.25	220	1.25

MOP STICKS—No. 2, 20c each; No. 7, 30c each; No. 13, 30c each; No. 70 or Janitor's, 75c each.

MOWERS, Lawn, F & N—
Clover Leaf—No. 12, $6.25 each; 14, $6.75; 16, $7.25.
Crestlawn—No. 14, $19.00 each; 16, $20.00; 18, $21.00; 20, $22.
Fenden—No. 14, $17.50 each; 16, $18.50; 18, $19.50.
Lawn King—No. 14, $12.50 each; 16, $13.00; 18, $13.50.
Lawn Queen—No. 12, $10.50 each; 14, $11.00; 16, $11.50.
Mayflower—No. 14, $14.50 each; 16, $15.50; 18, $16.50.
Racer—No. 14, $13.50 each; 16, $13.00.
Signet—No. 12, $7.50 each; 14, $8.00; 16, $8.50.
Tuxedo—No. 12, $9.00 each; 14, $9.50; 16, $10.00.
Union American—No. 14, $17.50 each; 16, $18.50; 18, $19.50.

NAILS—Base per keg, $5.60; 50 to 99 lbs. (one kind) add 50c per 100 lbs. to keg price.
Small Lots: (Bright Fine, Blued Fine, Common, Casing, Finishing, Bright Box).

		1 to 9 lbs.	10 to 49 lbs.
2d and 3d		.09	.08
4d to 60d		.08	.07
Special.	Keg.	1 to 9 lbs.	10 to 49 lbs.
Plaster Board	9.00	.12	.11
Cement C Box	....	.10	.09
Galvanized Felt	...	.17	.16
Galvanized Boat	...	.18	.17
Roof (barbed)	....	.10	.09
Galvanized, 2 and 3	....	.14	.13
Galvanized, 4 to 20	....	.13	.12

Galvanizing: Add for 1-inch and smaller, $3.25 per 100 lbs.; for larger, $2.75 per 100 lbs.; for casing nails, $3.00 per 100 lbs.

Fine Blue 2&3	.09½	Galv. Felt	.15
Fine Bright, 2&3	.09½	Galv. Boat	.12
Common 2&3d	.09½	Clout—	
Common 4&5d	.08½	Bulk, lb.	.30
Common 6&7d	.08½	½ lb. Papers, each	.20
Common 8 to 60d	.08½	Cigar Box—	
Casing 2&3d	.09½	Bulk, lb.	.30
Casing 4&5d	.08	1 lb. Papers, ea.	.35
Casing 6 to 20d	.08	½ lb.	.20
Finishing 2&3d	.10	¼ lb.	.15
Finishing 4&5d	.08	Horseshoe—	
Finishing 6 to 20d	.08	Capewell No. 5, lb.	.35
Smooth Box 4 to 6d	.08	6-11	.30
Smooth Box 8 to 20d	.06	Northwestern No. 5,	.35
Barb Box 4 to 5d	.06	6-11	.30
Barb Box 6	.08	Union No. 5	.30
Barb Box 8 to 20d	.08	6-11	.25
Barb Roof, ⅝ to ⅞	.10	Trunk—	
Barb Roof 1 to 1½	.10	Bulk, per lb.	.30
Plaster Board	.10	1-lb. Papers, ea.	.40
C. C. Box	.10	½-lb.	.25
Cut Casing 6&8	.08	¼ lb.	.15

NETTING, POULTRY—Hexagon, Galvanized After Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.15; 18 in., $3.10; 24 in., $3.95; 30 in., $4.70; 36 in., $5.35; 48 in., $7.15; 60 in., $8.90; 72 in., $10.70.
Sell Cut (lin. ft.)—12 in., 2c;; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in., 7½c; 60 in., 9c; 72 in., 10½c.

1½-inch, 20-gauge—List Roll—12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.15; 18 in., $4.55; 24 in., $5.80; 30 in., $6.90; 36 in., $7.90; 48 in., $10.50; 60 in., $13.15; 72-in., $15.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10c; 60 in., 12c; 72 in., 15c.

1-inch, 20-gauge—List Roll—12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $4.95; 18 in., $7.10; 24 in., $9.10; 30 in., $10.85; 36 in., $12.40; 48 in., $16.50; 60 in., $20.65; 72 in., $24.75.
Sell Cut (lin. ft.)—12 in., 4c; 18 in., 6c; 24 in., 8c; 30 in, 9½c; 36 in., 11c; 48 in., 14c; 60 in., 17c; 72 in., 20c.

¾-inch, 20-gauge—List Roll—12 in., $8.55; 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $8.55; 18 in., $12.30; 24 in., $15.70; 30 in., $18.70; 36 in., 21.40; 48 in., $28.50; 60 in., 35.65; 72 in., $42.75.
Sell Cut (lin. ft.)—12 in., 8c; 18 in., 12c; 24 in., 15c; 30 in., 18c; 36 in., 20c; 48 in., 25c; 60 in., 30c; 72 in., 35c.

NIPPERS—Nettleton—6-in., $1.60 each; 10-in., $1.85; 12-in., $2.00; 14-in., $2.45.

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RETAIL SELLING PRICES—Continued.

NIPPLES—Right Hand.

Size	2	2½	3	3½	4	5	6	7	8
⅛, black...	.04	.06	.06	.06	.07	.08	.10	.12	.15
⅛, galv....	.06	.11	.11	.11	.12	.14	.16	.18	.22
¼, black...	.04	.06	.06	.06	.07	.08	.10	.12	.15
¼, galv....	.06	.11	.11	.11	.12	.14	.16	.18	.22
⅜, black...	.04	.06	.06	.06	.07	.08	.10	.12	.15
⅜, galv....	.06	.11	.11	.11	.12	.14	.16	.18	.22
½, black...	.05	.07	.07	.07	.08	.10	.12	.14	.16
½, galv....	.06	.11	.11	.11	.13	.16	.18	.22	.26
¾, black...	.06	.09	.09	.09	.09	.11	.13	.17	.18
¾, galv....	.08	.14	.14	.14	.14	.18	.21	.25	.32
1, black...	.08	.13	.13	.13	.13	.15	.18	.23	.25
1, galv....	.11	.19	.19	.19	.19	.24	.28	.34	.38
1¼, black...	.11	.11	.17	.17	.17	.20	.24	.29	.33
1¼, galv....	.17	.17	.29	.29	.29	.32	.38	.45	.52
1½, black...	.13	.13	.20	.20	.20	.25	.29	.36	.40
1½, galv....	.21	.21	.35	.35	.35	.39	.46	.54	.60
2, black...	.18	.18	.27	.27	.27	.32	.38	.50	.54
2, galv....	.27	.27	.47	.47	.47	.52	.61	.68	.75

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 60c lb.; 5-16, 50c; ⅜, 40c; 7-16, 35c; ½, 30c; 9-16, 30c; ⅝, 25c; ¾, 25c; ⅞, 20c; 1, 20c.
Hot Pressed U. S. S. Square, Tapped—Size ¼, 30c lb.; 5-16, 25c; ⅜, 20c; 7-16, 20c; ½, 15c; ⅝, 15c; ¾, 15c; ⅞, 15c; 1, 15c.
Wing, Tapped, U. S. S.—Size 3-16, 20c doz.; ¼, 25c; 5-16, 30c; ⅜, 35c; 7-16, 45c; ½, 60c; ⅝, $1.20.

OAKUM—Plumbers, 20c lb.; Navy, 35c lb.; Best Unspun, 40c lb.

OAR LOCKS—2-in., per pair, 45c; 2¼-in., per pair, 75c; 2½-in., per pair, 85c.

OIL—Boiled Linseed, $2.75 gal.

OILERS—

Copperized Steel—	
13	.35
14	.40
14B	.45
15A	.50
16	.55
Cannon Pump—Brass—	
11	2.50
12	2.75
13	3.25
Cannon Pump—Tin—	
1	1.50
2	1.75
2½	2.00
3	2.25
Felloe—	
3	1.75
4	1.85
5	2.00
6	2.15
Zinc, Chace's—	
00	.10
0	.10
1	.15
2	.20
3	.25
4	.30
5	.35
6	.40

OPENERS (CAN)—

No.	Each.	No.	Each.
4	$ .10	140	$ .15
16	.15	340	.30
100	.30		

OVENS, PORTABLE—Boss

No.	Each	No.	Each
012	$5.25	550	$5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection—		17 G	3.75
121 G	5.75	122 G	7.25
Pinney & Boyle—		33	3.25
13	3.00	37	3.75
17	3.50	37 G	3.85

PACKING—Sheet Rubber—Standard, 30c lb.; Rainbow, 90c; Italian Hemp, Common, 45c; Square Flax, braided, 75c; Piston Spiral Steam, High Pressure, $2.25; Steam or Water, Low Pressure, $1.25.

PADS—Sweat—No. 68 N12, Red Edge, $1.00; No. 146 A 12, Blue and White striped, $1.75.

PADLOCKS—Corbin

No.	Each	No.	Each
958	.25	1903	.50
2802¼	.35	9902	.65
2822¼	.50	9902 N C	.60
2869	1.00	21090	.75
2879	1.50	Yale—	
2880	1.75	223	.70
2881	2.25	225	.85
2883	3.00	453 J	.35
Miller—		453 X	.35
1	1.50	568	1.35
016	.25	565	1.55
18	.30	585	1.40
18 B	.35	635	1.35
19	.40	645 J	.55
21	.50	803	1.40
75	.50	805	1.50
76	.75	805½	1.75
78	.85	818	1.60
96	.50	815	1.50
96 C	.65	823	1.85
121	.50	833	2.10
5441	.85	843	2.65
Slaymaker—		853	2.80
1902	.60	8454	2.00

PAINT SUNDRIES—

Alcohol (Denatured)	Gal.
1 gallon	$1.10
5 gallon	.95
Alum, pwd, less than 100 pounds, lb.	.17
Benzine—	
Creosote, gal.	.85
New Cans, cased, gal.	48
Old Cans, uncased, gal.	30
Glue—	Lb.
No. 2 Gelatine	.50
Chicago White	.50
Lamp Black—Bear Brand—	
1-S, lb. pkg.	.40
½-S	.25
¼-S	.15
Oil	Gal
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Linseed, Boiled	2.75
Linseed, Raw	2.75
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.70
Paint, Dry Colors	
Umber	.11
Chrome Green, Med.	.30
Graphite	.06
Princess Metallic	.06
Sienna	.11
Venetian Red	.04½
Yellow Ochre	.04
Paints, Ready Mixed	
1st Grade, White—	
Gals.	Gal. 4.40
½-gals.	½-Gal. 2.30
Quarts	Qt. 1.25
Pints	Pt. .70
½-pints	½-Pt. .40
1st Grade, Colors—	
Gals.	Gal. 4.25
½-gals.	½-Gal. 2.25
Quarts	Qt. 1.20
Pints	Pt. .65
½-pints	½-Pt. .35
2nd Grade White or Colors—	
Gals.	Gal. 2.90
½-gals.	½-Gal. 1.60
Quarts	Qt. .95
Inside Floor—	
Gals.	Gal. 2.90
½-gals.	½-Gal. 1.60
Quarts	Qt. .95
Porch—	
Gals.	Gal. 4.25
½-gals.	½-Gal. 2.25
Quarts	Qt. 1.20
Tints, Kalsomine	Lb.
Barrels, 280 lbs.	.08½
Kegs, 100 lbs.	.09
100-lb. bulk	.09½
25-lb. bulk	.09½
Less 25 lbs.	.10
100 lbs. 5-lb. pkgs.	.09½
Less 100 lbs. 5-lb. pkgs	.10
Kalsomine, White	
Bbls, 280 lbs.	.08
Kegs, 100 lbs.	.09
4 25-lb. pkgs. bulk	.09¼
25 lbs., bulk	.09½
Less 25 lbs.	.10
100 lbs., 5-lb. pkgs.	.09½
Less 100 lbs.	.10
Turpentine	Gal.
1 gallon	1.60
5 gallon	1.85
Wax	Lb.
Johnson's	.70
Old English	.70

PANS—Acme Frying—

No. 00, each	$ .15		
No. 0, each	.25	No. 4, each	.45
No. 1, each	.30	No. 5, each	.50
No. 2 each	.35	No. 6, each	.55
No. 3, each	.40	No. 7, each	.65

PAPER—Asbestos: 1-16 and under, full roll, per lb., 13c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb. 25c; Asbestos Millboard, 80c per lb.

	P & B	Imitation P & B
Building—		
No. 1—500	3.00	2.25
No. 1—1000	5.50	4.50
No. 2—500	4.50	3.25
No. 2—1000	8.50	7.00
No. 3—500	6.00	5.50
No. 3—1000	11.00	10.00

Red Resin—17-lb., $1.20; 20-lb., $1.50; 25-lb., $2.00; 30-lb., $2.25.
Black Glazed—No. 1, 500 sq. ft. roll $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll $3.25; 1000 sq. ft. roll, $6.00.
Felt—Asphalt saturated, per lb. 4c; Deadening, per lb. 6c.
Insulating: No. 8, per roll $1.75; No. 10, per roll $2.35.

Roofing (Per square):	½-Ply.	1-Ply.	2-Ply.	3-Ply.
Aztec Smooth	2.20	2.50	3.25	4.00
Aztec Sanded	2.00	2.35	2.85	3.50
Cortez Sanded	....	2.00	2.50	3.10
Asbestos	....	3.75	4.00	4.25
Diamond Sanded	....	1.50	1.75	2.00
Rubber Flaxine	....	2.50	3.00	3.50
Rubber Sanded	....	2.00	2.50	3.00
Security Sanded	....	1.85	2.15	2.60

Sand and Emery (Per quire of sheets):

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.65	.70	.80
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

Sheathing: Red or gray—20-lb., 95c per roll; 25-lb., $1.15; 30-lb., $1.35.

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	3.35	3.85	2¾x4½	4.00	4.25
2¼x4½	3.50	4.00	2¾x5	4.15	4.50
2½x4½	3.65	4.25	2¾x5½	4.50	5.00
2½x5	3.75	4.35	3x5	4.50	5.00
2½x5½	3.85	4.50			

PERCOLATORS, COFFEE—Universal—

	Each		Each
44	$4.00	58	5.50
46	4.50	64	5.00
48	5.00	66	5.50
52	4.25	69	6.25
54	4.50	74	5.50
56	5.00	76	6.00

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RETAIL SELLING PRICES—Continued.

	Each.		Each.
79	6.75	1308	4.75
614	6.75	1310	5.00
714	7.25	1404	4.75
464	5.50	1406	5.00
466	6.00	1408	5.25
469	6.75	1410	5.50
474	6.00	1504	4.25
476	6.50	1506	4.50
479	7.25	1508	4.75
1204	3.75	1510	5.25
1206	4.00	1704	4.25
1208	4.25	1706	4.50
1210	5.00	1708	4.75
1304	4.25	1710	5.25
1306	4.50		

Percolator Tops, 10c each.

PICKS—Drifting, 3-lb. $1.35 each; 4, $1.50; 4½, $1.65; 5, $1.75; 5½, $1.85; 6, $2.00.
Railroad—5-lb., $1.50 each; 6, $1.65; 6½, $1.65; 7-8, $1.75.
Contractors—8-9 lbs., $2.25.

PINS—Clothes—C—Common, 3c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

PIPE—Gas and Water (black)—⅛ inch, 6c foot; ¼ inch, 7c; ⅜ inch, 7c; ½ inch, 9c; ¾ inch, 11c; 1 inch, 16c; 1¼ inch, 22c; 1½ inch, 27c; 2 inch, 35c.
Galvanized—⅛ inch, 8c foot; ¼ inch, 9c; ⅜ inch, 9c; ½ inch, 11c; ¾ inch, 14c; 1 inch, 20c; 1¼ inch, 27c; 1½ inch, 35c; 2 inch, 45c.

PIPE, STOVE—Nested, full joints—Size, 3-inch, 25c joint; 4-inch, 30c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c; 8-inch, Japan, 35c; 4-inch, 40c; 5-inch 45c. 8-inch Galvanized. 40c; 4-inch, 45c; 5-inch 50c; 6-inch, 55c.
Half Joints—Size, 5-inch, 15c joint; 6-inch, 20c.
Taper Joints—Size, 6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c joint.

PIPE FITTINGS—Price, each.

	¼, ⅜-in. Blk.	¼, ⅜-in. Gal.	½-in. Blk.	½-in. Gal.	¾-in. Blk.	¾-in. Gal.	1-in. Blk.
Bushings	$ .05	$ .10	$ .05	$ .10	$ .10	$ .15	$ .10
Caps	.05	.10	.10	.10	.10	.15	.15
Couplings	.10	.10	.10	.15	.15	.20	.20
Crosses	.10	.15	.20	.30	.25	.40	.45
Elbows, 90 Deg.	.10	.10	.10	.10	.10	.10	.15
Elbows, 45 Deg.	.05	.10	.10	.10	.10	.20	.20
Elbows, Reducing	.10	.15	.10	.15	.15	.20	.20
Elbows, Street	.10	.10	.10	.15	.20	.30	.20
Floor Flanges	.20	.35	.20	.45	.25	.50	.25
Lock Nuts	.05	.10	.10	.15	.15	.25	.25
Plugs	.05	.05	.05	.05	.05	.10	.05
Reducers	.10	.10	.10	.15	.10	.20	.20
Return Bends	.20	.25	.20	.35	.25	.35	.45
Tees	.10	.15	.10	.15	.10	.20	.15
Unions	.20	.25	.20	.30	.25	.35	.30
Waste Nuts	.05	.10	.10	.10	.10	.15	.10

	1-in. Gal.	1¼-in. Blk.	1¼-in. Gal.	1½-in. Blk.	1½-in. Gal.	2-in. Blk.	2-in. Gal.
Bushings	.15	.10	.20	.15	.20	.20	.35
Caps	.20	.20	.30	.20	.35	.35	.55
Couplings	.25	.25	.35	.30	.40	.35	.50
Crosses	.60	.45	.70	.50	.80	.85	1.35
Elbows 90 Deg.	.20	.20	.30	.25	.35	.40	.65
Elbows 45 Deg.	.30	.35	.50	.40	.55	.60	.85
Elbows, Reducing	.30	.25	.40	.25	.45	.50	.90
Elbows, Street	.30	.30	.40	.35	.50	.60	1.00
Floor Flanges	.50	.30	.60	.40	.80	.55	1.15
Lock Nuts	.35	.30	.50	.30	.45	.45	.75
Plugs	.10	.10	.15	.10	.20	.15	.25
Reducers	.30	.20	.30	.25	.40	.45	.70
Return Bends	.65	.60	.95	.70	1.10	1.00	1.75
Tees	.25	.25	.40	.35	.55	.55	.90
Unions	.40	.40	.60	.50	.75	.65	1.00
Waste Nuts	.15	.20	.25	.40	.60	.55	.80

Nipples	¼, ⅜-in. Blk.	¼, ⅜-in. Gal.	½-in. Blk.	½-in. Gal.	¾-in. Blk.	¾-in. Gal.	1-in. Blk.
Close	.05	.05	.05	.05	.05	.07	.10
Long	.05	.10	.06	.10	.07	.12	.10
4-in. Long	.06	.10	.07	.10	.08	.15	.10
5-in. Long	.07	.15	.08	.20	.10	.20	.12
6-in. Long	.08	.15	.10	.20	.10	.20	.15

	1-in. Gal.	1¼-in. Blk.	1¼-in. Gal.	1½-in. Blk.	1½-in. Gal.	2-in. Blk.	2-in. Gal.
Close	.10	.10	.15	.10	.17	.15	.25
Long	.15	.15	.15	.20	.30	.30	.45
4-in. Long	.15	.15	.20	.20	.35	.25	.45
4-in Long	.25	.20	.30	.20	.35	.25	.45
6-in. Long	.25	.20	.35	.25	.45	.35	.50

PIPE FITTINGS (STOVE)—Caps, No. C 15, 50c each; C 16, 60c each.
Collars, No. 013, 014, 12½c; 25, 25½, 26, 10c ea.; 27, 15c ea. Cylinders, No. 54 (1508), 85c each; 64 (1608), $1.05 each; 65 (1612), $1.15 each; 75, $1.25 each.
Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 30c each.
Elbows—No. 3 Corg., 20c each; 4, 25c; 5, 25c; 6, 30c; 7, 35c; 8 Adj. 4 Pc, 30c; 4, 35c; 5, 35c; 6, 40c; 8-inch Adj. Galvd., 30c; 4-inch, 35c; 5-inch, 40c; 6-inch, 45c; No. 8 Corg. Jap., 30c; 4, 35c.
Flue Stops, Nos. 1 and 36, 15c each; 3, 15c each; 30, 15c each; 40, 20c each.
Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—AUTOMATIC—
Colts—No. A252 (CA25), $16.50 each; A252NP (OA25P), $18.50; A323¾ (CA32), $20.35; A3803¾ (CA380), $20.85; 384½ (CA384½), $29.70; 386 (CA386), $25.00; 455 (CA455), $25.30.
Smith & Wesson—SW35, $31.50 each.
Savage—SA32, $20.35 each.
H. & R.—HRA25, $15.40 each; HRA32, $19.25.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

PLANES—Wood Smooth, $1.25 each; Wood Jack, $1.50.
Block-Bailey—No. 9½, $2.40 each; 9¾, $2.75; 15, $3.50; 16, $2.60; 17, $2.75; 18, $2.75; 19, $2.85.
Block, Stanley—No. 60, $2.65 each; 60½, $2.40; 61, $2.40; 65, $3.15; 100, 60c; 101, 50c; 102, 85c; 103, $1.20; 110, $1.25; 120, $1.75; 130, $1.75; 131, $2.75; 203, $1.40; 220, $1.75.
Iron, Bailey—No. 2, $4.25 each; 3, $4.50; 4, $4.75; 4½, $5.25; 5, $5.25; 5½, $6.00; 6, $7.00; 7, $8.00; 8, $10. No. 2C, $4.50 each; No. 3C, $4.75; No. 4C, $5.00; No. 4½C, $5.50; No. 5C, $5.50; No. 5½C, $6.50; No. 6C, $7.50; No. 7C, $8.50; 8C, $10.75.
Iron, Stanley—No. 602, $4.50 each; 603, $4.85; 604, $5.25; 604½, $6.00; 605, $6.00; 605½, $6.75; 606, $7.75; $607, $8.75; 608, $10.50. No. 602C, $4.75 each; 603C, $5.15; 604C, $5.50; 604½C, $6.50; 605C, $6.50; 605½C, $7.25; 606C, $8.25; 607C, $9.50; 608C, $11.25.
All Wood—Plain, No. 15W, $1.25; 21W, $2.25; 27W, $2.50; 029W, $2.65. Razee, No. 17W, $1.50; 28W, $2.65; 29W, $3.00.
Wood Bottom, Bailey—No. 22, $3.00 each; 23, $3.00; 24, $3.00; 26, $3.50; 27, $3.85; 28, $4.25; 29, $4.40; 30, $4.65; 31, $4.65; 32, $5.00; 35, $5.75; 36, $4.25.
Rabbet—No. 10, $7.00 each; 10½, $5.85; 75, 90c; 90, $4.25; 92, $4.25; 93, $5.00; 190, 191, 192, $2.85.

PLATES—GAS HOT—
Griswold—No. 601, $3.50 each; 602, $6.00; 603, $8.75; 702, $8.00; 702N, $9.50; 703, $11.50; 703N, $13.00; 722, $9.50; 722N, $11.00; 723, $12.50; 723N, $14.50; 1001, $1.75; 1002, $3.75; 1003, $6.25.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4½-inch, $1.75; 5½, $2.25; 7½, $2.75. No. 201 or 312, 5-inch, $2.25; 6, $2.35; 7, $2.75; 8, $3.00; 9, $3.50.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Wood, Stanley or Disston—No. 00, $1.35 each; 0, $1.50; 2, $2.00; 3, $2.50; 13, $3.00; 25, $4.00; 30, $3.25; 35, $3.90; 45½, $4.35; 90, $4.00; 93, $4.75; 95, $7.50; 98, $4.00; 101, $3.00; 103, 75c; 104, $1.00 6012, $2.25; 6018, $3.00; 6024, $3.50; 6521, $2.25; 6518, $2.85; 6524, $3.25.

POINTS AND CHUCKS—

For 30 and 31	$ .75	8-inch	.95
For 35	.50	10-inch	1.10
Nos. 11 and 15, 2-in.	.55	No. 75	3.25
3-inch	.60	No. 60	1.00
4-inch	.65	No. 80	.85
5-inch	.75	No. 81	.95
6-inch	.85		

POLISH (FURNITURE)—Calol, ½ pint, 30c each; 1 pint, 40c; 1 quart, 60c; ½ gallon, $1.00; 1 gallon, $1.75; 5 gallons, $7.00.
Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, $1.00. O-Cedar, 4 ounce, 25c each; 12 ounce, 50c; quart, $1.00; ½ gallon, $1.75; gallon, $3.00.
Johnson's Prepared Wax, 5 ounce, 35c each; 1 pound, 75c; 2 pound, $1.40; 5 pound, $3.00.
Metal—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart $1.25.
Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.
Stove—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, $1.40; 01, Black Eagle, 40c; 95 Black Eagle, $1.40; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 15c; 1, Rising Sun, 15c.
Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P. Satinola, 15c.
Stove—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, $1.40; 01, Black Eagle, 40c; 95 Black Eagle, $1.40; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack. 15c; 1, Rising Sun, 15c.

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RETAIL SELLING PRICES—Continued.

POTS—Fire.

Gasoline, C. & L.

1	$19.00	8 Quart	1.25
5	17.00	10 Quart	1.50
21	14.50	12 Quart	1.75
71	19.00	16 Quart	2.00
72	17.00	Tin—	
221	22.50	4 Quart	.60
Watering Galvanized		6 Quart	.75
4 Quart	1.00	8 Quart	1.00
6 Quart	1.15	10 Quart	1.15

PULLERS—Nail—Rex, $2.00 each; Rex. Jr., $1.75; Red Devil, $2.75; Morrill's, $2.75; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ½ inch, 10c each; ⅝, 10c; ¾, 10c; 1, 15c; 1¼, 25c; 1½, 40c. No. 370, ⅝ inch, 25c each; 1, 40c each.
Brass side, No. 1150, ½ inch, 20c each; ⅝, 20c each. No. 1170, ½ inch, 25c each; ⅝, 30c each.
Brass Upright, No. 500, 25c each.
Clothes Line, No. 610, 2 15c each; 2½ 20c; 660, 15c; 670, 15c; 1610, 2 15c; 2½, 25c; 1660, 20c; 1670, 25c; 6350 G, 35c; 6500, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, 85c; 1651, $2.25.

PULLEYS—Frame—No. 4 Ottumwa per doz., 80c; No. 5, 85c; No. 9, 85c; No. 105, 80c; No. 109, 80c.

PUMPS—P. S.—1, $3.50; 2, $4.00; 3, $4.50; 4, $5.00.

PUTTY—Per lb., 10c.

RAIL (HOUSE DOOR)—

Prouty

No. 5 ..... Foot, $ .16

Richards-Wilcox

No.	Foot	No.	Foot
9	$ .12	16,019	$ .50
132, 0132	.50	150	.10

RASPS—Flat Wood, 8-inch, 60c each; 10, 80c; 12, $1.05; 14, $1.45; 16, $1.85. Half Round Wood, 8, 65c; 10, 85c; 12, $1.15; 14, $1.50; 16, $2. Half Round Cab., 8, 80c; 10, $1.05; 12, $1.40; 14, $1.80. Horse, Hellers Plain, 12, 65c; 14, 80c; 16, $1.05. Horse, Hellers Flanged, 14, $1.05; 16, $1.50.

RAZORS (SAFETY)—

No.		No.	
	Eveready		
700, each	$1.00	706 B, Blades, Pkg.	.40
2, each	3.00		
	Gem		
800, each	1.00	800 B, Blades, Pkg.	.50
	Enders		
900, each	1.00	900 B, Blades, Pkg.	.25
	Durham Domino		
1000, each	1.00	1000 B, Blades, Pkg.	.50
	Gillette		
00, each	7.50	480, each	5.00
460, each	5.00	500, each	5.00
460 B, each	5.00	500 B, each	6.00
470, each	5.00	501, each	5.00
501 B, each	6.00	6 X B Blades, pkg.	.50
12 X B Blades, pkg	1.00		
	Auto Strop		
1, set	5.00	2541, set	5.00
15, set	6.00	600 B Blades, pkg.	1.00
25, set	6.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose: No. 1 Wire, $1.25 each; No. 60, Wood, $1.75.

REGISTERS—

Jap 6x 8	1.55	White 6x 8	1.85
Jap 8x10	1.65	White 8x10	2.00
Jap 10x12	2.40	White 10x12	2.90
Jap 10x14	3.15	White 10x14	3.80
Jap 12x14	4.85	White 12x14	5.25

REGISTER FACES—

Jap 6x 8	1.00	White 6x 8	1.30
Jap 8x10	1.10	White 8x10	1.45
Jap 10x12	1.70	White 10x12	2.20
Jap 10x14	2.20	White 10x14	2.85
Jap 12x14	2.80	White 12x14	3.65

REVOLVERS—

Colts, Model	Each.		Each.
Police Positive	$23.10	304 B	14.30
Police Positive Special	24.20	323 B	13.75
Police Positive Target	25.30	324	13.75
Army Special	25.30	324 B	14.30
New Service	27.50	343, 353	14.30
Single Action	24.20	343 B, 353 B	14.85
Harrington & Richardson		344, 354	14.85
203, 223	$8.80	344 B, 354 B	15.40
203 B, 223 B	9.35	364 B	15.40
204, 224	9.35	365 B	15.70
204 B, 224 B	9.90	Smith & Wesson—	
263, 273	9.90	1905 Military, Police	30.50
263 B, 273 B	10.45	Regulation Police	28.50
264, 274	10.45	1903 Hand Ejector	27.00
264 B, 274 B	11.00	38 S. & W. Perfected	22.00
Iver Johnson		1908 Military	27.00
300, 303, 323	13.20	1911 Target	31.35
300 B, 303 B	13.75	New Departure 32	25.00
304	13.75	New Departure 38	27.00

RIFLES—No. and Model—

Daisy Air—	Each		
25	$4.00	1904 TD—Single Shot	8.25
40	4.00	1914 TD—Ham'rless	24.75
8	2.75	Stevens—	
30	2.50	Little Scout	5.50
11	1.50	Crack Shot	7.25
12	1.35	Marksman	9.00
King Air—		Favorite	10.50
4	2.25	70 TD—.22	16.50
5	2.65	Winchester—	
21	1.35	1886 SF—Round Brl.	44.50
22	1.50	TD—Round Brl	56.75
Marlin—		1890 TD—Oct. Fancy	53.75
20 TD—Octagon Brl.	18.50	TD—Oct. Plain.	27.75
27 TD—Round Brl.	21.80	1893 SF—Round Brl.	31.50
TD—Octagon Barrel.	24.55	SF—Oct. Brl.	33.50
29 TD—Round Brl.	15.60	SF—Carbine	28.50
1897 TD—Round Brl.	23.75	TD—Oct. Brl.	45.75
TD—Octagon Barrel.	24.80	1894 SF—Round Brl.	34.00
Remington—		SF—Oct. Brl.	36.50
4 TD—Octagon Brl.	11.75	SF—Carbine	31.50
6 TD—Round Brl.	8.10	TD—Oct. Brl.	48.75
8 A TD Round Brl.	48.15	1895 SF	47.00
12 TD—Round Brl.	19.40	1895—Govt. Model	50.50
TD—Octagon Brl.	21.50	1895 TD	59.25
14 A TD—Standard.	34.90	1902 TD—.22	8.25
TD—Carbine	34.80	1903 TD—Plain	39.50
16 A TD—Standard.	34.80	TD—Fancy	69.00
Savage—		1904—TD—.22	10.00
1899 TD—Feath'wt.	42.35	1906 TD	24.25
1899 SF	36.30	1907 TD	59.25

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98 10c box.
Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½-Lbs.	Lbs.
7—St'r Lgths	.35	.65	7—Asst	.35	.65
8 "	.35	.65	8 "	.35	.70
9 "	.35	.65	9 "	.40	.70
10 "	.35	.70	10 "	.40	.75
12 "	.40	.75	12 "	.45	.75

Copper Iron, with Burrs—08 Asst., 25c ½-lb. box; 010, 30c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned, 8, 3½ (in kegs), 27c lb.; 4, 5, 25c; 6, 7, 8, 28c; 10, 23c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, 75c lb.; ¼ to 5-16, 75c lb.; ⅜ to ¾, 75c; ⅞ to 1, 80c.
Manila—Base, 40c lb.
Sisal—Base, 35c lb.

RULES, Boxwood—Lufkin Stanley—No. 171, (86) 50c each; No. 372 (86½), 70c; 378 (8), $1.15; 386 (82), 75c; 388 (32½), $1.10; 465 (69), 20c; 488 (57), 65c; 651 (68), 25c; 702 (18), 45c; 751 (61), 35c; 752 (70), 45c; 762 B (7), $1.20; 771 (84), 70c; 780 (62½), 85c; 781 (62), 85c; 861 A (53½), 85c; 871 (52), 80c; 881 (54), 90c; 981 (66½), 65c; 3851 Y (66), 65c; 3861 (66¼), 75c; 3881 (66¾), $1.65.

Rules, Steel—B 85, Blacksmiths, $1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, $1.50; 4143, 4643, $2.25; 4144, 4644, $3.00.

RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), $1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c.

SAWS—One Man—Cross-cut—

	Simonds	Disston	Chinook	Chinook
3 ft.	....	4.00	5½ ft.	7.20	....
3½ ft.	4.20	4.50	6 ft.	8.10	12.00
4 ft.	4.80	5.00	6½ ft.	9.15	13.50
4½ ft.	5.40	5.50	7 ft.	10.20	15.00
5 ft.	6.00	6.00	7½ ft.	11.25	16.50
5½ ft.	6.60	....			

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

No. 5 Simonds, or 12 Disston or 69 Atkins—		No. 10 Simonds, or 7 Disston—	
20 inch	3.25	18 inch	2.25
22 inch	3.50	20 inch	2.35
24 inch	4.00	22 inch	2.50
26 inch	4.25	24 inch	2.65
28 inch	4.50	26 inch	2.75
30 inch	5.00	28 inch	3.25
No. 8 Simonds, or D8 Disston, or 51 Atkins—		No. 4 Simonds, or 120 Disston—	
18 inch	2.65	26 inch	4.75
20 inch	2.75	28 inch	5.00
22 inch	3.00	No. 112 Disston—	
24 inch	3.15	26 inch	4.15
26 inch	3.25	28 inch	4.50
28 inch	3.75	D100 or D20 Disston—	
30 inch	4.00	26 inch	3.75
		28 inch	4.00

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RETAIL SELLING PRICES—Continued.

SAWS—Miscellaneous—

Back

12-inch	2.50
14-inch	2.85
16-inch	3.25
22-inch	4.00
24-inch	4.25
26-inch	4.75
28-inch	5.50

Butcher No. 10

16-inch	1.50
18-inch	1.65
20-inch	1.75
22-inch	1.85

Compass No. 2

10-inch	.70
12-inch	.75
14-inch	.80
16-inch	.85

Kitchen No. 2

12-inch	.50
14-inch	.55
16-inch	.60

Mitre

24-inch	4.25
26-inch	4.75
28-inch	5.50

Nest, Complete

No. 3	2.00

Pruning

No. 50 California, 12-in.	1.00
No. 50 California, 14-in.	1.15
No. 51 California, 12-in.	1.50
No. 51 California, 14-in.	1.65
Disston No. 9, 14-in.	2.25
Disston, No. 10, 14-in.	2.50

Buck—

Com Sgl Brace V tooth	1.35
Com Dbbl Brace Tuttle tooth	2.25
Com Dbl Brace V tooth	2.00
No. 150 Special	1.50

SAW CLAMPS—No. 3, $1.75; No. 0, $1.00; Perfection, $1.25; No. 1W, $1.75; No. 3 W, $2.25; No. 2W, $2.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 8, Disston, $4.50.

SAW SETS—

201 G. & P.	$1.00
Spec. Morrill	1.10
105 Morrill	.60
1 Morrill	1.00
10	1.00
77	.60

X Cut—

Morrill No. 3	$1.35
Baker No. 3	2.25
Colonial	1.25
7 Taintor	1.10
28 Triumph	1.25
Hammer	.35
Lever	.25

SAW TOOLS—

Clipper Outfit	$ .75
Morin Raker Gauge—	
No. 1	1.00
No. 6	1.35
No. 9	1.50
Atkins Raker Swage	.40
5-M Tooth Gauge	.15
Jointers Pikes Perf.	.60
Jointers No. 7 Sterns.	.65
Morin No. 2	2.25
Morin No. 2½	2.75
Morin No. 3	1.00

Setting Tool Disston—

No. 100	.65

No. 4 Setting Blocks—

No. 4 Blocks, Morin	1.00
Swages No. 0 Disst.	4.50
Swages, Whitings	1.00
Atkins, Rex	1.00
Atkins Excelsior	.75

SCALES—Family, No. 11021, $3.50 each; 1102, $3.00 each; Peddlers, No. 101, $4.00 each; 103, $4.25 each; 115, $4.75 each; 485E, $5.00 each.
Spring Balance, No. 50, 30c each; 51, 55c; 87, $5.00; 202, $4.75.

SCISSORS—Cast, No. 10, 50c each; No. 44, 7¼ inch, 50c; 8½ inch, 55c; No. 240, 4 inch, 25c; 4½ inch, 30c; No. 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; No. 320, 70c; No. 350, 65c.
Wiss, No. 4 B H, $1.25 each; 5 B H, $1.30; 4 R, $1.35; 54½, 95c; 55, $1.00; 55½, $1.05; 56, $1.10; 56½, $1.15; 57, $1.20; 154½, $1.10; 155, $1.15; 155½, $1.20; 156, $1.25; 156½, $1.35; 157, $1.45; 364, $1.20; 364½, $1.25; 365, $1.30; 366, $1.45; 468, $1.10; 468½, $1.15; 464, $1.20; 573, $1.45; 573¾, $1.60; 574¼, $1.65; 663, $1.45; 663½, $1.60; 664, $1.65; 763, $1.05; 763½, $1.10; 764, $1.15; 764½, $1.20; 765, $1.25; 765½, $1.30; 766, $1.35; 773, $1.10; 773½, $1.15; 774, $1.20; 814, $1.20; 814½, $1.25; 815, $1.30; 815½, $1.35; 816, $1.45.

SCOOPS—Common Hollow Back—No. 2, $1.85 each; 3, $1.90; 4, $2.00; 5, $2.15; 6, $2.25; 7, $2.35; 8, $2.40; 9, $2.45; 10, $2.50; 12, $2.65. Potato, No. 1, $2.00.

SCREWS—Cap and Set—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.25	.30	.30	...
4	.25	.30	.35	.35	.40
6	.30	.35	.40	.45	.55
8	.50	.55	.60	.65	.80
10	.65	.75	.90	1.00	1.25
12	.90	1.00	1.10	1.25	1.50
14	1.10	1.30	1.50	1.65	2.00
16	1.75	1.95	2.10	2.30	2.65
18	2.25	2.45	2.70	2.95	3.45
20	2.75	3.00	3.30	3.60	4.20

Size.	1¼-in.	1½-in.	1¾-in.	2-in
4	.55	.65	.85	1.00
6	.75	.90	1.15	1.40
8	.95	1.15	1.40	1.60
10	1.40	1.60	1.85	2.10
12	1.70	1.95	2.25	2.55
14	2.25	2.50	2.80	3.10
16	2.95	3.30	3.75	4.20
18	3.75	4.15	4.65	5.15
20	4.80	5.40	6.00	6.60

Iron, Flat or Round Head—

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.15	.15	.15	.20	...
4	.15	.15	.15	.20	.25
6	.15	.20	.20	.20	.30
8	.20	.20	.25	.25	.35
10	.30	.30	.30	.35	.40
12	.35	.35	.40	.40	.45
14	.40	.45	.45	.50	.60
16	.50	.55	.60	.60	.65
18	.65	.70	.75	.80	.90
20	.85	.90	.95	1.00	1.10

Size	1¼-in.	1½-in.	1¾-in.	2-in.
4	.25	.30	.40	.45
6	.30	.35	.45	.55
8	.35	.40	.50	.60
10	.50	.60	.65	.75
12	.55	.65	.70	.80
14	.65	.75	.85	1.00
16	.80	.95	1.15	1.30
18	1.10	1.25	1.40	1.60
20	1.25	1.45	1.60	1.80

Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.30	.35	.40	.45	.60
⅞	.30	.35	.40	.45	.60
1	.35	.35	.40	.50	.60
1¼	.35	.40	.45	.55	.65
1½	.40	.40	.45	.60	.70
1¾	.40	.45	.50	.60	.75
2	.45	.50	.55	.65	.85
2½	.50	.55	.55	.70	.90
2½	.55	.60	.60	.75	.95
3	.65	.70	.75	.85	1.05
3½	...	...	...	...	1.25
4	...	...	...	...	1.40

Lgth (ins)	⅝-in.	⅝-in.	⅞-in.	1-in.
1	.95	1.30	1.90	....
1¼	.95	1.35	1.90	....
1½	1.00	1.40	1.90	....
1¾	1.10	1.50	2.00	2.30
2	1.15	1.60	2.15	2.55
2¼	1.25	1.70	2.30	2.75
2½	1.40	1.80	2.40	3.00
3	1.55	2.10	2.70	3.50
3½	1.75	2.40	3.00	3.95
4	2.00	2.75	3.40	4.35

S. A. E. Thread, Steel—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.35	.40	.45	.65	.70
⅞	.35	.45	.50	.65	.75
1	.40	.45	.50	.70	.75
1¼	.40	.50	.55	.75	.80
1½	.45	.50	.55	.80	.90
1¾	.45	.55	.60	.85	.95
2	.50	.60	.65	.95	1.05
2¼	.60	.65	.70	1.00	1.15
2½	.65	.75	.75	1.10	1.20
2¾	.75	.80	.85	1.15	1.30
3	.80	.85	.90	1.20	1.35
3½	.90	.95	1.10	1.40	1.55
4	1.00	1.10	1.25	1.60	1.75

Lgth (ins.)	9-16-in.	⅝-in.	¾-in.
¾	1.20	....	....
⅞	1.20	....	....
1	1.20	....	....
1¼	1.20	....	....
1½	1.30	1.50	2.50
1¾	1.40	1.60	2.50
2	1.50	1.75	2.65
2¼	1.60	1.85	2.85
2½	1.75	1.95	3.00
2¾	1.85	2.15	3.15
3	1.95	2.80	3.35
3½	2.20	2.60	3.80
4	2.55	3.00	4.25

Set Screws—

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¼	.15	.20	.20	.30	.30
⅜	.20	.20	.25	.30	.35
—	.20	.25	.25	.30	.35
1	.20	.25	.25	.30	.35
1¼	.20	.25	.25	.35	.40
1—	.25	.25	.30	.40	.45
1¾	.25	.30	.35	.45	.55
2	.30	.35	.40	.50	.60
2¼	...	.40	.45	.55	.65
2½	...	.45	.50	.65	.75
3	...	...	...	...	.85

Lgth (ins)	⅝-in	⅜-in.	⅞-in.	1-in.
—	.55	...	...	...
1	.55	...	...	...
1¼	.65	1.05	1.50	...
1½	.70	1.15	1.60	2.10

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RETAIL SELLING PRICES—Continued.

SCREWS—Continued—

1½	.75	1.25	1.70	2.30
2	.85	1.30	1.85	2.50
2½	.90	1.40	2.00	2.70
2½	1.00	1.50	2.15	2.90
3	1.15	1.70	2.45	3.25
3½	1.30	1.85	2.75	3.65
4	1.50	2.10	3.00	4.00

Woodscrews—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Brass, Flat or Round Head—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0	.50	.50	.55	...	...	...	...
1	.50	.55	.55	...	...	...	...
2	.55	.55	.60	...	...	...	...
3	.55	.60	.60	.65	.70	.90	1.00
4	.60	.65	.65	.70	.75	.95	1.05
5	.65	.70	.70	.80	.85	.95	1.05
6	...	.70	.80	.85	.95	1.00	1.10
7	...	.80	.90	.95	1.05	1.15	1.25
8	...	.90	1.00	1.10	1.20	1.35	1.50
9	...	...	...	1.25	1.40	1.50	1.70
10	...	...	...	1.45	1.60	1.75	1.90
11	...	...	...	1.60	1.80	2.00	2.20
12	...	...	...	...	2.00	2.25	2.50
13	...	...	...	...	...	...	2.75
14	...	...	...	...	...	...	3.05
15	...	...	...	...	...	...	3.35
16	...	...	...	...	...	...	4.00

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
6	1.40	...	...	...	...	...	...
7	1.50	1.95	2.40	3.15	...	...	...
8	1.70	2.00	2.50	3.20	...	...	...
9	1.95	2.20	2.55	3.25	...	5.65	...
10	2.10	2.50	2.85	3.35	4.20	5.70	...
11	2.40	2.80	3.20	3.70	4.30	5.75	8.30
12	2.80	3.20	3.65	4.10	4.75	5.80	8.40
13	3.20	3.55	4.00	4.55	5.30	5.95	8.50
14	3.50	4.00	4.40	5.10	5.90	6.45	8.65
14	3.95	4.55	5.20	5.85	6.45	7.10	8.75
16	4.35	5.00	6.25	6.45	7.15	...	...
17	...	5.50	...	7.00	7.80	...	...
18	...	6.50	...	8.50	9.25	...	...

Flat Head, Bright—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.25	.25	...	...	...	...	...
3	.25	.25	.25	.25	.25	.25	.25
4	.25	.25	.25	.25	.25	.25	.25
5	...	.25	.25	.25	.25	.25	.25
6	...	.25	.25	.25	.25	.25	.30
7	...	.25	.25	.25	.25	.30	.30
8	...	.25	.25	.30	.30	.30	.30
9	...	.30	.30	.30	.30	.30	.35
10	...	...	.30	.30	.35	.35	.35
11	...	...	.35	.35	.35	.40	.40
12	...	...	.35	.35	.40	.40	.40
13	...	...	...	.40	.40	.45	.50
14	...	...	...	.40	.45	.45	.50
15	...	...	...	...	.50	.55	.60
16	...	...	...	...	.55	.60	.75
17	...	...	...	...	...	...	.80
18	...	...	...	...	...	...	.85
20	...	...	...	...	...	...	1.05

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.25	.30	...	...	...	...	...
4	.30	.30	...	...	...	...	...
5	.30	.35	.40	.45	.50	.60	...
6	.30	.35	.40	.45	.50	.60	.90
7	.35	.35	.45	.45	.50	.65	.90
8	.35	.40	.45	.50	.55	.65	.90
9	.35	.40	.45	.50	.55	.70	.95
10	.40	.40	.50	.55	.60	.70	.95
11	.40	.45	.50	.60	.60	.75	.95
12	.45	.50	.55	.60	.65	.80	1.00
13	.50	.55	.60	.65	.70	.80	1.05
14	.55	.60	.70	.75	.80	.85	1.05
15	.65	.70	.80	.85	.95	1.00	1.15
16	.75	.85	.90	.95	1.05	1.05	1.25
17	.85	.95	1.05	1.10	1.15	1.25	1.45
18	1.00	1.15	1.20	1.25	1.40	1.45	1.65
20	1.20	1.30	1.35	1.45	1.60	1.75	1.95

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo)—

¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—

	⅛, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in	
	Doz.	100	Doz.	100	Doz.	100	Doz.	100	Doz.	100
1	.30	2.00	...	...	...	...	...	...	...	...
2	.35	2.15	.40	2.60	.55	3.65	...	...	...	...
2½	.40	2.35	.45	2.85	.60	4.00	1.00	5.85	...	...
3	.45	2.55	.45	3.10	.65	4.30	1.05	6.25	1.50	8.85
3½	.45	2.95	.50	3.35	.70	4.55	1.10	6.70	1.60	9.50
4	.45	2.90	.50	3.35	.80	4.90	1.20	7.15	1.75	10.10
4½	.45	3.10	.55	3.80	.90	5.25	1.30	7.60	1.90	10.75
5	.50	3.25	.60	4.00	.95	5.60	1.40	8.00	2.00	11.35
5½	.50	3.45	.65	4.25	1.00	5.90	1.50	8.50	2.10	12.00
6	.55	3.60	.70	4.50	1.05	6.25	1.60	9.00	2.20	12.60
6½	...	...	.75	4.75	1.10	6.60	1.70	9.45	2.25	13.25
7	.80	5.00	1.20	6.90	1.75	9.85	2.35	13.90		
7½	.85	5.25	1.25	7.20	1.85	10.30	2.45	14.50		
8	.90	5.40	1.30	7.55	1.90	10.75	2.60	15.25		
9	...	...	1.40	8.20	2.00	11.65	2.75	16.50		
10	...	...	1.50	8.85	2.15	12.50	3.00	17.75		

SCREW DRIVERS—Machinists, No. 51, 50c each; 51½, 70c; 52, 80c; 52½, $1.00; 53, $1.10; 53½, $1.35; 54, $2.35; 210, $1.75; 215, $2.25; 218, $2.50.

Yankee Ratchet—No. 11, 2-inch, 55c each; 3, 65c; 4, 75c; 5, 85c; 6, 95c; 8, $1.10; 10, $1.35. No. 12, 90c. No. 15, 2-inch, 60c; 3, 65c; 4, 70c; 5, 75c. No. 30, $2.60; 31, $3.50; 35, $2.00; 60, 95c; 130, $3.00.

SCREW DRIVERS—G. & P.—367—1¾, 35c; 3, 40c; 4, 45c.

SCYTHES—Bush—

No.	Each.
400	2.40
450	2.25

Weed—

300	2.40
350	2.25

Grass—

No.	Each.
200	2.35
250	2.25
100	2.35
150	2.25

SHEARS—Grass	Each		Each
1	$ .45	0267	.35
26	.50	460	.60
6½	.70	07½	.90
097	1.30	11 G	1.50

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $6.25; Galv., 26, $9.50; 28, $8.50. Rockface Siding, $9.50.

SHEETS—STEEL—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 14c cut, 10c full sheet.

Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 16c cut, 12c full sheet.

SHIELDS—

Expansion—Sebco—

3-16, each	.06
¼, each	.07
5-16	.08
⅜	.09
7-16	.11
½	.15
⅝	.17
¾	.25
1	.40

Lead—

⅛x¾	.04
3-16x¾	.04
3-16x1	.04
¼x¾	.06
¼x1	.06
5-16x1	.06

SHINGLES—Tin, 5x7, $2.50; 7x10, $4.00.

SHOES—Horse—Light, extra light or snow. All sizes, 12-lb. Neverslip, Calker, B Patterns. No. 0, $1.50 set of 4; 2, $1.65; 3, $1.85; 4, $2.00; 5, $2.40; 6, $2.60; 7, $2.85. Calks, Nos. 1 and 4, 5-16 and ⅜, $3.50 per 100; 7-16 and ½, $3.75; 9-16 and ⅝, $4.00. Mule, No. 00 and 0, 14c lb.; 1, 13c; 2 and larger, 13c. Steel Sleigh Shoes—Flat, 9c lb.; concave or convex, 12c; cast sleigh shoes, 7c.

SHOT—Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. bags), 20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 3, 20c lb. Drop, Nos. 1to 12, 20c lb.; B, BB, BBB, 20c lb.

SHOVELS—D Handle, Round Point, No. 102, $2.40 each; 201, $2.25; 401, $1.75; 1003, $2.15; 1004, $2.25; 1005, $2.50. D Handle, Square Point, No. 104, $1.75 each; 203, $2.25; 307, $2.75; 403, $1.75; 404 B, $1.75; 1009, $2.50; 1010, $2.25; 1111, $2.15; 1112, $2.25.

Long Handle, Round Point, No. 200, $2.25 each; 300, $2.25; 400, $1.75; 400 A, $2.10; 700, $2.25; 701, $2.50; 800, $2.50; 801, $2.50; 1000, $2.15; 1001, $2.25; 1002, $2.50.

Long Handle, Square Point, No. 103, $2.10 each; 202, $2.25; 304, $2.50; 402, $1.75; 702, $2.50; 1006, $2.15; 1007, $2.25; 1008, $2.50.

SLEDS—Hand and Coaster.

Flexible Flyer—

No. 1	$3.00
No. 2	3.50
No. 3	4.50
No. 4	5.50
No. 5	7.50
No. 6	15.00
Jr. Racer	4.25
Racer	5.00
Tux. Racer	7.50

Fire Fly—

No. 9	$1.75
No. 10	2.25
No. 11	2.75
No. 12	3.25

SMOOTH-ON—65c lb.

SOLDER—⅛ and ½, 75c lb.; No. 1, 90-100, 70c; Wiping, 40-60, 65c; Wire, 50-50, 75c; Electrical Wire, 40-60, 70c.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $7.00; Barnes 276, $8.80; Little Giant, 327½, $5.75; Acme Pressure 345, $8.50; Defiance, No. 324, $8.50.

SQUARES, STEEL—

No.	Each	No.	Each
3	2.25	100 A	4.00
3 B, 3 G	3.00	100 B, 100 G	3.25
10	1.60	100 C R	4.00
14	2.10	100 G V R	3.75
14 B, 14 G	2.75	100 R	3.75
22	1.25	100 R B T D	4.00
24	1.40	100 R G T D	4.00
27	1.75	101	2.50
100	2.65	1016, 1018	3.75

Try and Mitre

2	6	.85	15	7½	1.25
2	7½	.95	20	4½	.55
2	9	1.10	20	6	.70
12	4	.60	20	7½	.80
12	6	.75	20	9	1.00
12	8	.90	10	10	1.10
12	10	1.15	20	12	1.35

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RETAIL SELLING PRICES—Continued.

STAPLES—Fence Wire—Polished, 8c lb.; galvanized, 9c.
Poultry Wire—¾-inch, 15c lb.

STARRETTS TOOLS—Add to Catalogue—
Micrometers, 50%. End Meas. Rods, 50%.
Thickness Gauges, 50%. Caliper Gauges, 50%.
Gr. Flat Stock, 50%. Micrometer Cases, 50%.
Handy Equiv. Table, 50%.
Balance of Book (not itemized above) add to list 40%.

STEEL—Mild—See Iron. Tool, 22c; Drill, Com., 20c.

STOCKS AND DIES—

Easy		1112	46.20
2B	17.75	1118	47.85
5B	21.00	Armstrong	
7B	31.00	No. 1 Pipe	8.25
52	21.00	No. 2	11.00
55	28.00	No. 2½	12.75
57	43.50	No. 3, 1¼ to 2-in.	16.25
Little Giant		Common	
5	30.25	No. 0 Pipe	7.25
7	46.20	No. 1	9.75
9	47.85	No. 2	13.00
65	37.95	Stocks Only—	
67	59.40	No. 1 pipe, Common	3.25
Green River		No. 2 pipe, Common	7.25
1124	25.00	No. 2, Armstrong	3.75
1104	30.25	No. 3, Armstrong	6.00

STONES, SHARPENING—Aloxite or Carborundum—No. 107, $1.50 each; 108, $1.75; 109, $1.25; 110, $1.50; 111, $1.00; 112, 75c; 115 to 117, $1.50; 118 to 120, $1.25; 121 to 123, $1.00; 124 to 126, 80c; 133 to 135, $1.25; 136 to 138, 75c; 142 to 144, 60c; 145 to 147, 40c.
Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, $3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94, 60c.
Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOP AND WASTE—
Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—
½-inch, $1.10; ⅝-inch, $1.50.
No. 30 High Grade Cap Pattern T or Lever Handle—
½-in, $1.35; ⅝-inch, $1.90.
Glauber or Muellers—
½-inch, $1.60; ⅝-inch, $2.25.
Compression—
½-inch, $2.00; ⅝-inch, $2.25.

SUPPORTS—Wagon Tongue—

Lindquists		Haggard Spiral	
1	2.00	0	1.35
2	2.50	1	1.75
3	3.25	2	1.90
		3	2.15

SWEEPERS, CARPET—Bissel's—American Queen (N), $5.75 each; Club (N), $9.75 each; Grand Rapids (N), $6.00 each; Grand Rapids (J), $4.75 each; Parlor Queen (N), $6.50 each; Princess (N), $5.75 each; Superba (N), $7.50 each; Universal (N), $5.25 each; Universal (J), $4.50 each.

TACKS—Bill Posters', No. 545 Wire, or 555 Cut, 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.
Carpet—484 Cut, or 484 Wire ¼-lb. papers, 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Cut, or Wire ½-lb. papers, 3, 5c box; 4, 5c; 6, 5c; 8, 5c; 10, 5c; 12, 5c. 495 Wire in bulk, 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Gimp—324—2½, 15c box; 3, 10c; 4, 10c; 6, 10c; 8, 10c.
Upholsterers'—304 Cut, ¼-lb. papers, 1¼, 15c box; 2, 15c; 2¼, 10c; 3, 10c; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. 305 Cut, or 355 Wire in bulk, 3 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Double Pointed—Blued, ½-lb. papers, 9, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued, in bulk, 209, 30c lb.; 210, 30c; 211, 30c; 212, 30c.

TAPES—

Starett. Lufkin—No. 510— No.	Each.	Handy Steel—	
260, 25-ft.	4.50	550, 050-T.	3.75
263, 50-ft.	5.50	553, 052-T.	4.50
265, 75-ft.	7.00	555, 054-T.	6.00
266, 100-ft.	9.00	556, 055-T.	7.50
No. 505—		100	4.75
240, 25-ft.	4.00	103	6.00
243 50-ft.	4.75	105	7.50
245, 75-ft.	6.00	1260	4.25
246, 100-ft.	8.00	1263	5.00
		1265	6.50

Comparative Nos. K. & E. and Starrett same price as Lufkin.
Asses' Skin Case—25, 50c; 50, 75c; 75, $1.00; 100, $1.25.

TAPE—Friction—¼ lb., 35c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	12.00	14.00	16x18	46.40	54.60
7x9	14.25	16.60	16x20	51.15	59.70
9x9	16.40	19.20	16x24	58.30	67.80
9½x12	19.35	22.60	16x30	70.50	82.10
12x14	25.95	30.30	A or Wedge—		
12x18	32.00	37.45	5x7	7.50	8.70
14x16	34.05	39.95	7x7	9.45	11.00
14x20	42.30	49.15	7x9	11.35	13.25

Flys Half Price of Tent.
Wagon Covers—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	7.65	9.60	12x16	11.25	13.75
10x16	8.75	11.00	12x18	12.40	15.50

Stockmen's Bed Sheets, Single Filling—

Size	8 oz.	10 oz.	12 oz.	Size	8 oz.	10 oz.	12 oz.
6x12	4.00	5.20	6.00	7x14	6.70	8.70	9.80
6x14	4.70	6.00	7.00	7x16	7.90	10.00	11.30

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.

TIN—
Bar and Pig, $1.35 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.
Painted 1 side, 1c foot extra, two sides 2c.
Flashing, IC, 1x1, $3.25 per 100 feet; ¾x1, $3.25.
Shingles—5x7, $3.25 per 100 feet.
Valley—14-inch, 17c per foot, $15.00 per roll; 20-inch, 25c per foot, $22.00 per roll.

TORCHES—Clayton & Lambert—Alcohol, No. 28, $3.50 each.
Gasoline, No. 14, $5.00 each; 37, $8.00; 38, $8.50; 31, $9.25; 32, $9.50; 48, $11.00; 61, $8.50; 62, $12.00; 112, $7.55; 114, $7.15.
Kerosene—No. 95, $9.50 each; 96, $11.50.

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood (1), $2.00; Edgewood (2), $2.00; Avis (1), $2.40; Avis (2), $2.25; Avis (3), $2.00; Perfect, $1.45.
Game—No. 0 Newhouse, 45c each; 1 Newhouse, 55c; 1½ Newhouse, 80c; 2 Newhouse, $1.15; 3 Newhouse, $1.60; 4 Newhouse, $1.75; 5 Newhouse, $12.00; 1 Oneida Jump, 35c; 1½ Oneida Jump, 45c; 2 Oneida Jump, 70c; 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 50c; 3 Victor, 70c; 4 Victor, 80c.
Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.
Mole—Reddick, $1.10 each; Out-O-Sight, $1.35.
Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 15c; Delusion, 25c; Holdem, 50c; Cage, 25c.
Rat—Sure Catch, 15c each; Security, 25c; Holdem, small, 75c; Holdem, large, $1.00.

TROUGH—

Eaves—		5 inch, per doz.	$ .35
4 inch	$ .13½	6 inch, per doz.	.40
5 inch	.15	End Caps—	
6 inch	.18	4 inch	$ .15
Mitres—		5 inch	.20
4 inch	$ .45	6 inch	.25
5 inch	.50	End Pc. Comp.—	
6 inch	.60	4 inch	$ .25
Hangers—Wire—		5 inch	.30
4 inch, per doz.	$ .30	6 inch	.35

TROWELS (BRICK)—Farmers, No. 555 (Handy), 25c each.
Standard, No. 55, 8 to 12 (177), $1.00 each.
Disston, No. 10, 10½, $1.75 each; 11, $1.90 each; 11½, $2.00 each; 12, $2.25 each; 13, $2.35 each; 14, $2.65 each.
Marshalltown, No. 19 W, 10½, $2.50 each; 11, $2.50 each; 11½, $2.50 each; 17 L, 11, $2.75 each; 11½, $2.75 each.

TWINE—Sacking—J. K. B. (22 Karat), 65c lb.; 3-ply Excelsior (Hercules), $1.20; 4-ply Golden Gate (Cascade), $1.50; 3-ply Holley, $1.20; 5-ply Hudson (Perfection), $1.50.

TWINE—Cotton—Wrapping, $1.00 lb.; Budding, $1.00 lb.; Flax, No. 18 B B, 55c lb.; 24 B B, 55c; 18 B C, 65c; 24 B C, 65c; 36 B C, 65c; 30 Sacking, 65c; 40 Sacking, 65c; 33 Hemp—No. 4½, 45c lb.; 6, 45c; 07, 45c.

STEEL GOODS

Potato Forks.
P064 ..... $1.70
P06D 1.85

Sluice Forks.
208 ..... $2.25
210 ..... 2.50
212 ..... 2.75

Coke Forks.
710 ..... $3.00
712 ..... 3.25
714 ..... 3.75

Shavings Forks.
306L 2.15

Fish Forks.
IF ..... $ .75

Stone.
HH4 ..... 1.65
99R 2.25

Warren.
Hoes.
W7 ..... 1.10
W7½ 1.15
W8 ..... 1.20

Ladies.'
LY5 ..... .65

Riveted.
RA ..... .40

Socket.
G078 ..... .95
G078X ..... .90

Beebe.
BB6 ..... .90
BB6½ ..... .95

Acme.
A 1.15

Mattock.
DE3 ..... .75

Snaths
50 ..... $1.75
100 ..... 2.00

Smith's Hoes.
50A $1.00

Nursery.
No. 7 ..... 1.00

German.
GE2-0 ..... .90

Planter's Eye.
AE3 ..... .65
AE5 ..... .75

Mortar.
9 ..... $1.15
S10 ..... 1.35
M210 ..... 1.35
M29 ..... 1.25

Invincible.
19C5 ..... $1.10

Asphalt.
914 ..... 2.50

Turf.
Edger $1.00

Dandelion.
Spuds ..... .80
Dock Cutter $1.25

Floral Sets.
1 ..... .50
3 ..... .55
3PF 1.85
4P8F 2.50

Floral Shovels.
FSD ..... .80

Floral Hoes.
TY4 ..... .65

Floral Rakes.
GR6 ..... .45

Clam Rakes.
112C 3.25

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RETAIL SELLING PRICES—Continued.

TINWARE

Wash Boilers

8	8.00
9	8.50
28 A	8.40
29 A	8.65
128 B	8.75
129 B	4.00
229 B	4.10

Wash Bowls

07	.20
08	.25
7	.35
8	.45

Covered Baskets

11	.15
12	.25
13	.30
14	.35

Dinner Buckets

1	.65
2	.75
3	.85
04	1.00
30	.70
40	.80
600	1.35
675	1.65

Milk Cans

1	.30
3	.55
4	.70
01	.30
03	.55
04	.70
12	2.50
14	3.00
500	4.00
503	5.50
505	6.00
510	7.50

Oil Cans

10	.30
31	.50

Pot Covers

6	.10
10	.15
12	.20
13	.25
14	.30
15	.40

Cups

09	.15
010	.20
23	.25
023	.15
211, 212	.10
214	.15

Cutters

All sizes	.10

Dippers

01	.20
2	.15
02	.25
03	.35
4	.20
9	.25
10	.25
32	.25
34	.25
35	.30
42	.35
203	.55

Forks

1, 2, 3, 4	.10
5, 6	.15
314	.15
318	.20
421	.10

Funnels

10, 15, 20	.10
25	.15
30	.20
35	.25
120	.20
125	.25
130	.30
220	.60
225	.70
230	1.00
235	1.35

Tea Kettles

01½	.40
02	.45
027	.55
029	.75
047	1.75
049	2.75
067	2.00
069	3.00

Preserving Kettles

160	.35
200	.50
240	.70
280	.90
320	1.10

Moulds

2 Melon	1.25
4 Melon	1.75
08 Jelly	.15
15 Jelly	.30
61 Cake	.40
62 Cake	.50

Dairy Pails

10	.75
12	.80
14	.85
40, 50, 60	.80
60	.30
80	.30
100	.40
104	1.10
105	1.50
120	.50
124	1.25
125	1.50
140	.60
144	1.35
512	1.80
514	2.00

Bread Pans

01	.20
03	.25
15	.15
020	.15
110	.35
120	.40
130	.50

Cake Pans

5	.15
7	.35
15	.20
031	.15
032	.20
034	.30
041	.20
048	.30
72	.35
74	.50

Dish Pans
IX Tin

10	.85
14	1.00
17	1.25
21	1.50

IXXX Tin

17	1.90
21	2.00
30	3.00

Milk Pans

200	.10
202	.15
204	.20
206	.25
2100	.35
2120	.40
300	.15
301	.20
302	.30
304	.40
306	.50
3100	.65
3120	.75
504	.40
506	.50
510	.65

Muffin Pans

6	.25
8	.30
9	.35

Pie Pans

6	.08
7	.10
10	.15
75	.25

Sauce Pans

012	.35
016	.45
020	.55
024	.70
028	.90

Coffee Pots

1	.25
2	.35
4	.50
6	.75

Tea Pots

240	.25
242	.40

Flour Sieves

2	.25
316	.30
318	.35

Flour Sifters

1	.35
4	.45
5	.25
10	.30

Skimmers

10	.20
45	.10

Strainers

2	.15
3	.20
10	.35
20	.40
33	.60
110	.40
112, 121	.45
123	.65

VALVES—

Standard Globe and Angle Valves—

¼	.70
⅜	.75
½	1.00
¾	1.25
1	1.80
1¼	2.50
1½	3.50
2	5.30

Standard Gate Valves—

¼	1.45
⅜	1.50
½	1.65
¾	2.05
1	2.80
1¼	3.70
1½	5.00
2	7.30

WAGONS—Boys'—

American

No. and Size.	Each.
118— 8x18	1.75
120— 9x20	2.00
122—10x22	2.25
124—11x24	2.75
126—12x26	3.25
128—13x28	3.65
130—14x30	4.00
132—15x32	4.50

Samson

326—12x26	4.00
328—13x28	4.50
332—15x32	5.00
336—16x36	7.00

Wagners—

No. 18	8.00
No. 20	9.50
No. 24	11.00

Coaster—Star—

No. 10	7.50
No. 20	8.00
No. 30	8.50
No. 40	9.50

Mars-Wells—

No. 10	7.50
No. 11	8.00
No. 12	9.50

WASHERS—Cast Iron—Size ⅛ to ¾, 10c lb.; ⅞ to 2, 10c lb.; Angles, all sizes, 12c lb.
Malleable—Standard, 15c lb.; Nail Hole, 15c lb.; Angle, 20c lb.
Wrought Steel—Size 3-16, 25c lb.; ¼, 20c; 5-16, 18c; ⅜, 16c; 7-16, 15c; ½, 15c; 9-16, 15c; ⅝, 15c; ¾, 18c; ⅞, 13c; 1-inch, 13c.

WASTE—Cotton—No. 6X White, 28c lb.; 1 White, 27c; 2 White, 25c; 01 Colored, 22c; 02 Colored, 20c; 10 Wool, 26c.

WATCHES—

Yankee	$1.35	Junior	2.75
Triumph	1.50	Midget	2.75
Eclipse	2.00	Radiolite	2.25

WAX—Floor. 70c lb.

WEANERS—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

WEDGES—Truckee-Alki, lb., 18c; Oregon-Atha, 25c; Cedar-Atha, 22c, Cedar-Alki, 18c; Falling, 27c; Saw, 19c.

WHEELBARROWS — Brick — No. 10 B, $11.50 each; 20 $11.00.
Garden—No. 2, 4½ cu. ft. capacity, $9.00 each; No. 3, 5½ cu. ft., $10.25; No. 21 (Toledo Clipper), $6.25.
Railroad—No. 15, $6.00 each; No. 17, $6.75; No. 19, $6.75. 27, $11.25; K 29, $14.00.
Steel Tray and Frame—No. AX, $11.00 each; 4, $13.50; 5, 14.75; 10, $19.00.

WIRE—

Per 100 lbs.	Plain Fence. Black.	Plain Fence. Galv.	Baling.
3 gauge	6.45	....	....
4	6.45	7.05	....
6-8-9	6.25	6.95	....
10	6.30	7.00	....
11	6.35	7.05	....
12	6.40	7.10	....
13	6.50	7.20	....
14	....	7.30	6.75
15	....	7.75	6.85
16	....	7.85	6.95
17	....	....	7.25
18	....	8.75	....

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.
Stove Pipe Wire, 50-ft. coils, 15c each.
Barbed Fence—Glidden Ptd., $6.65; Glidden Galv., $7.35; Baker Ptd., $6.90; Baker Galv., $7.60; Waukeganito Galv., $8.25.

	Hog.	Cattle.
Am. Special Galv., 80-rd spools, each	4.65	4.50
Glidden, 80-rd spools, each	6.40	6.25

Bale Tie—9½ ft., 15 Ga., per bundle of 250, $8.35.

WIRE CLOTH—See Cloth.

WOODENWARE—

Spoons		Trays, Choppins	
13-inch	.15	0—10x18 ins.	.75
15-inch	.15	3—11x22 inch	1.25

WOOL—Steel—1-lb. rolls—0, 90c; 1, 80c; 2 and 3, 70c; 3-oz. packages, 15c each.

WRINGERS—Mop—Vanco 78, $4.50; 88, $4.00; 89, $4.75. Dana or Eagle, 5, $8.25; 10, $3.75; 20, $4.50. White's, 3, $2.75; 00, $5.00; 8, $4.00.

WRENCHES—

	Agr.	Coes.	PS&W.	Crescent.	Stillson Trimo.
6-inch	.75	1.50	1.35	1.00	1.20
8-inch	.90	1.75	1.65	1.25	1.35
10-inch	1.05	2.00	2.00	1.50	1.50
12-inch	1.35	2.50	2.50	2.25	....
14-inch	....	....	....	....	2.10
15-inch	1.75	3.25	3.25	3.25	....
18-inch	....	4.00	4.00	....	3.00
21-inch	....	5.00	5.00	....	....
28-inch	....	12.00	....	....	4.35
36-inch	....	26.00	....	....	8.10
48-inch	....	57.50	....	....	12.00

ZINC—Full Sheets, 27c lb.; less than Sheets, 30c lb.

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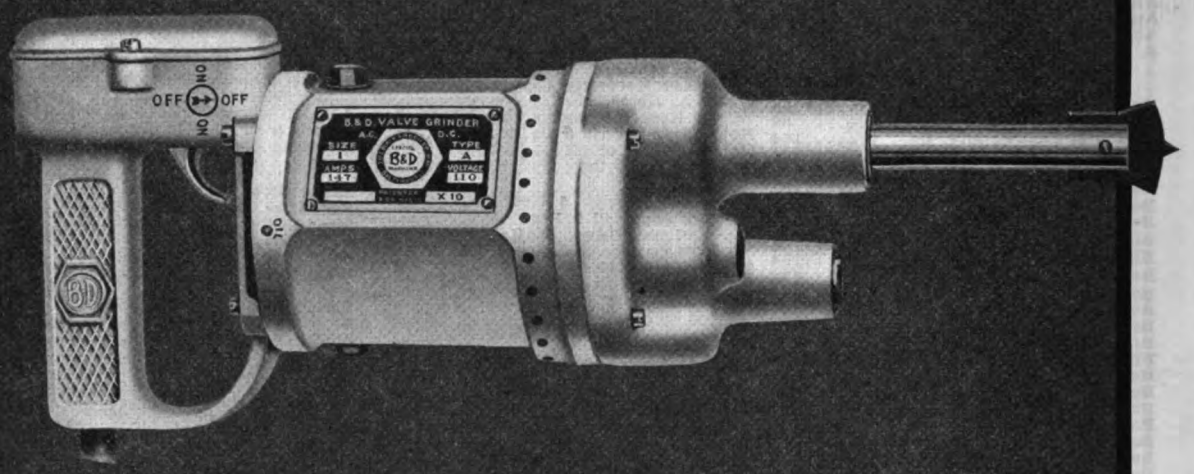
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BLACK & DECKER

Electric Valve Grinder

"With the Pistol Grip and Trigger Switch"



A Money Maker for You

BECAUSE—

It is a real machine tool built by The Black and Decker Mfg. Co., which has an established reputation for producing unusually fine tools.

It has the patented *"Pistol Grip and Trigger Switch"*. Can be operated as easily and with as little mis-direction as an automatic pistol.

BECAUSE—

The old laborious method of grinding by hand is obsolete and the demand for such a tool is tremendous in the automotive world, from the largest service station to the one-man repair shop.

THE BLACK & DECKER MFG. CO.

125 S. CALVERT STREET, BALTIMORE, MD., U. S. A.

BRANCHES:

New York, N. Y. Philadelphia, Pa. Atlanta, Ga. San Francisco, Cal. Chicago, Ill.
Buffalo, N. Y. Boston, Mass. Detroit, Mich. Columbus, Ohio.

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THE BUFFUM TOOL CO.

High Grade Tools for High Grade Workmen

The High Quality of our Tools, also good service rendered the Government and the trade, helped Uncle Sam win the war.

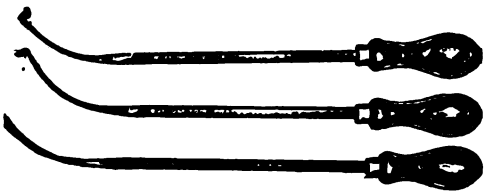
With our increased facilities we expect to meet all demands and will appreciate your continued orders.



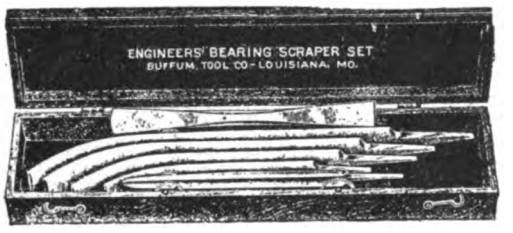
"Reliable" Sickle Section Punch. Standard Sizes



Machinist's Auto Punch "Special" and "Reliable" Brands



No. 1771 Carbon Scraper Set List $7.20 Doz.



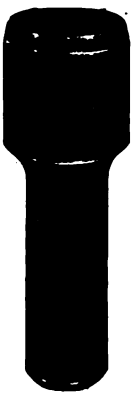
No. 1750 Straight List $4.00 per Set
No. 1751 Hollow List $6.00 per Set



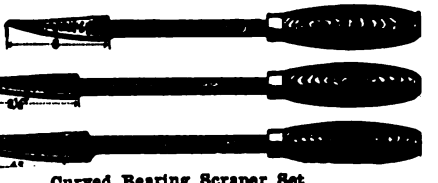
"Reliable" Octagon Hand Punch, Cold Ends



"Special" Knurled Belt Punch, Blued



Hollow Punch



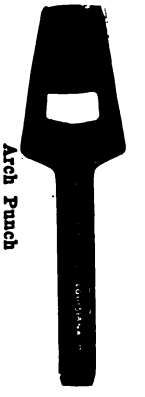
Curved Bearing Scraper Set
No. 1765 List $1.50 per Set



Three Cornered Bearing Scraper
No. 1754 3½-in. List $3.00 per Doz.
No. 1755 List $4.20 per Doz.



Cold Chisel



Arch Punch

C. W. GAUSE CO., Western Sales Agents
693 Mission Street, San Francisco, Cal.

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CORBIN

Extruded Metal Padlocks

Corbin Cabinet Lock Company
THE AMERICAN HARDWARE CORPORATION SUCCESSOR
New Britain, Conn., U.S.A.
NEW YORK CHICAGO PHILADELPHIA



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Hardware World

PLUMBING AND HEATING

SEP 12 1919

SEPTEMBER 1919



from THE STANLEY WORKS

NEW YORK NEW BRITAIN, CONN. CHICAGO

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"ATTENTION" JOBBERS

FOR RAZOR STROPS: There is no substitute for Oak Tanned Strop Leather.

MANGANESE TIBER

REGISTERED U.S. PATENT OFF.

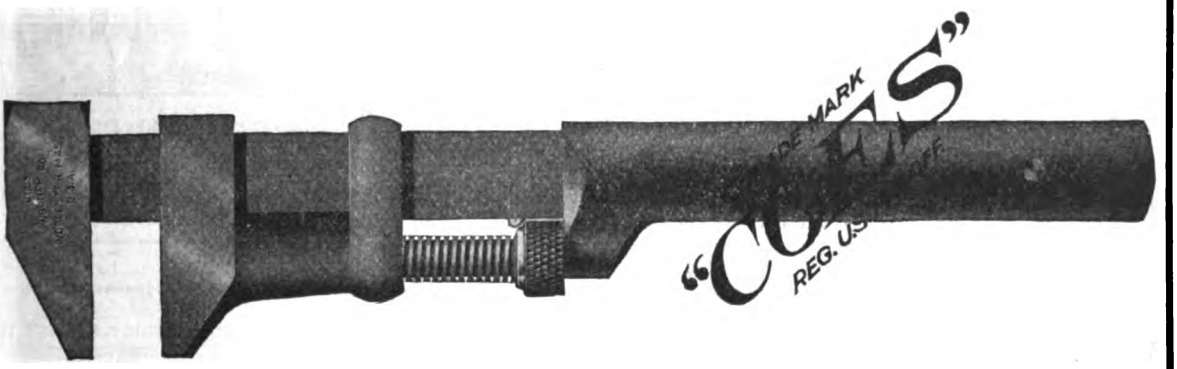
THE MORE AGED they get the better they get.

J. S. TORRENCE SALES CO., Manufacturers

Office and Factory: 9 Main Street, San Francisco, California, U. S. A.

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Many a Man Has "Made Good" With Coes



The reason that "Many a man has 'made good' with COES," is because the COES has "made good" for many a man.

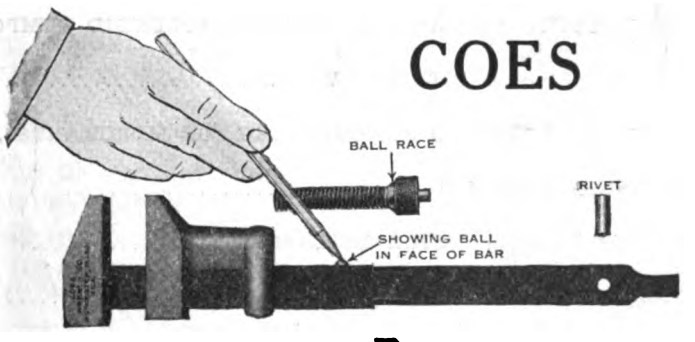
Every COES STEEL-HANDLE WRENCH is always put to sixteen rigid inspections and tests before it leaves the factory.

If the COES doesn't "make good" in these tests—it doesn't go out—that's all.

Most wrench users know about the great care that is taken to have every COES WRENCH strong and right in every way —that is why they pin their faith to the COES—they have **confidence** in it.

Now think what it means to you, Mr. Dealer, to sell a wrench which not only has the **confidence** of Over a Million wrench users every year, but which has established a reputation of 78 years' standing for maintaining year after year that same unrivaled COES QUALITY.

Just think what the COES REPUTATION means and then see your Jobber.



6 Solid Whole Parts Only



STEEL SHELL HANDLE, INTERNALLY SUPPORTED

COES WRENCH COMPANY

Established 1841

WORCESTER, MASSACHUSETTS

AGENTS

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29 Murray St., New York

Pacific Coast Agents
John H. Graham & Co.,
268 Market St., San Francisco

John H. Graham & Co.,
113 Chambers St., New York

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Hardware World

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Volume XIV SEPTEMBER :: 1919 Number 9

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HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c. per year, or three years for $1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.
T. M. Shearman, Editor and Manager. Raymond L. Shearman, Associate Editor.
Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor Street, Portland, Ore. | 1220 Boatmen's Bank Bldg. St. Louis, Mo. | Suite 533 Phelan Bldg. San Francisco | 70 Fifth Ave. New York | 204 Scott Bldg. Salt Lake, Utah | 507 Pioneer Bldg. Seattle, Wash.

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A Side Line Proposition Without an Equal!

A Phonograph Line that Makes You a Worth-While Profit



Model No. 1

Every dealer that sells "Operollo" Phonographs makes a worth-while profit—our very fair prices guarantee that. The makers of "Operollo" don't want ALL the profit.

And what does the owner get? A real phonograph that does everything one could expect it to do—and more. Yet the price is so reasonable—and the VALUE so evident that every owner is half-sold when he sees "Operollo" for the first time. All cabinets have a piano finish and equipment is strictly high grade.

"Operollo" Phonographs are made in six designs. Their perfect tone, fine appearance, reliability, variety and reasonable prices combine to make this the very best proposition for every hardware and house furniture dealer.

Model No. 1

Mahogany, Golden or Fumed Oak. Height, 42 inches; width, 17 inches; depth, 19. Strong, durable double spring motor. Absolutely reliable, universal tone arm, tone modifier. Retail price $75.

Model No. 95

Mahogany, Golden or Fumed Oak, Height, 45 inches; width, 19 inches; depth, 21. Strong double spring motor. Silent and reliable spruce wood tone chamber, Operollo tone arm. Retail price $90.



Model No. 95

Limited Amount of New Agencies Open

Due to increased production we can add to our list a selected number of new agencies.

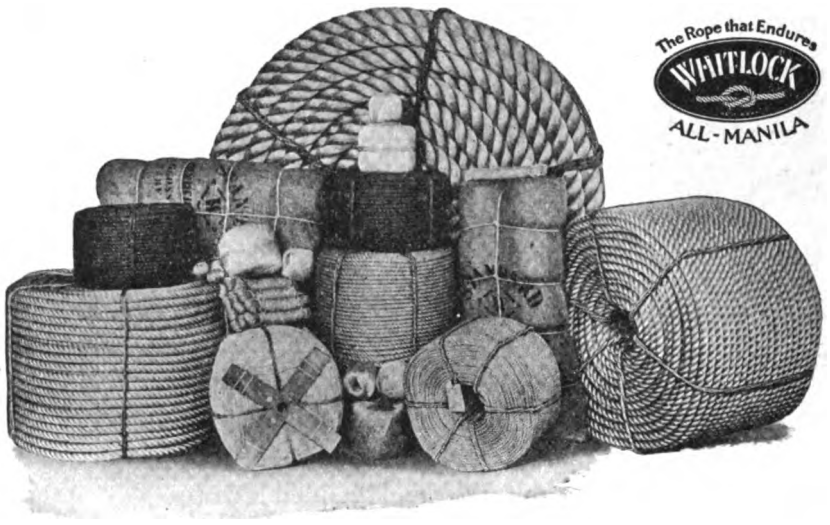
DEALERS --- Write us today for descriptive literature and details about our proposition

OPEROLLOS SELL ON SIGHT

OPEROLLO PHONOGRAPH COMPANY

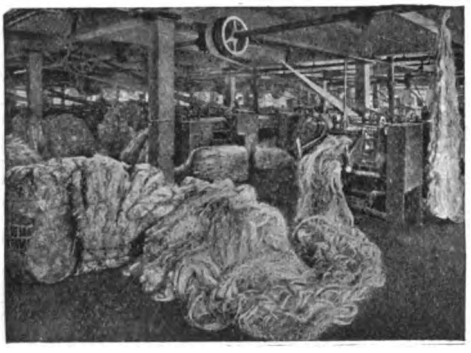
54 W. Lafayette Boulevard, Detroit, Mich.

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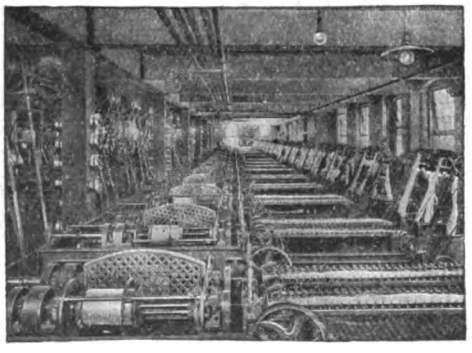


"THE UTMOST IN ROPE VALUE"

WHITLOCK CORDAGE



PREPARATION DEPARTMENT



SPINNING DEPARTMENT

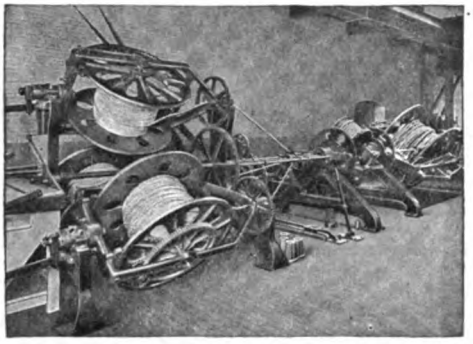
Rope Quality depends primarily on the grade of fibre used, and also on the pains-taking, scientific skill of the operatives.

On both points, Whitlock Quality is most unusual. Our employes are trained to produce cordage of uniform goodness and not a maximum quantity per day.

As to fibre, we guarantee Whitlock All-Manila to exceed the requirements of the Government—"Bureau of Standards"—Specifications; this warranty also applies to yardage and strength.

Our underlying idea is expressed on our guarantee tag—

Digitized by Google



LARGE ROPE MACHINE

to be found on every coil — "Either you are satisfied or **we are not.**"

Whitlock ALL-Manila represents "The Utmost in Rope Value" and must be examined and tried-out in actual service to prove its superior worth.

Our complete line consists of Manila and Sisal Products of every kind, including Hay Rope, Hide Rope, Lath Yarn, Transmission Rope, Drilling Cables, Lariat Ropes, etc.

Write for a copy of our "Rope Schedules" containing revised tables of weights, strengths, etc. (including working strains), and a most convenient scale of costs per hundred feet at various pound prices.

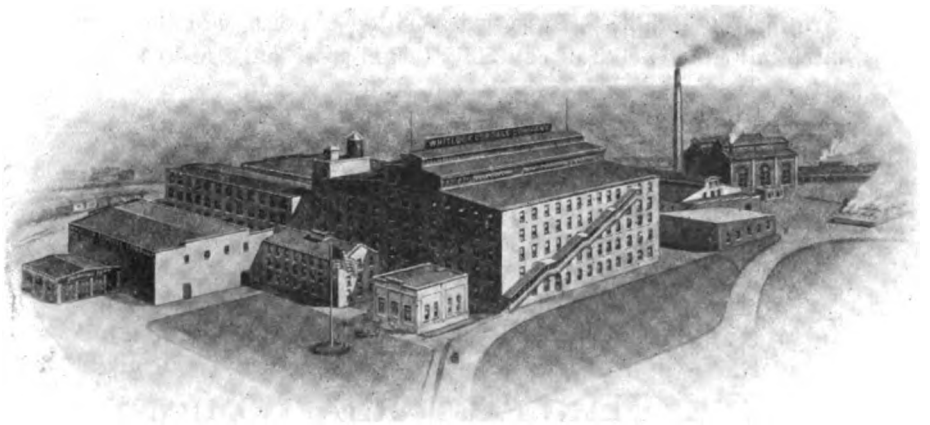
Department W

WHITLOCK CORDAGE COMPANY

46 SOUTH STREET, NEW YORK

Chicago Office
1303 Chamber of Commerce

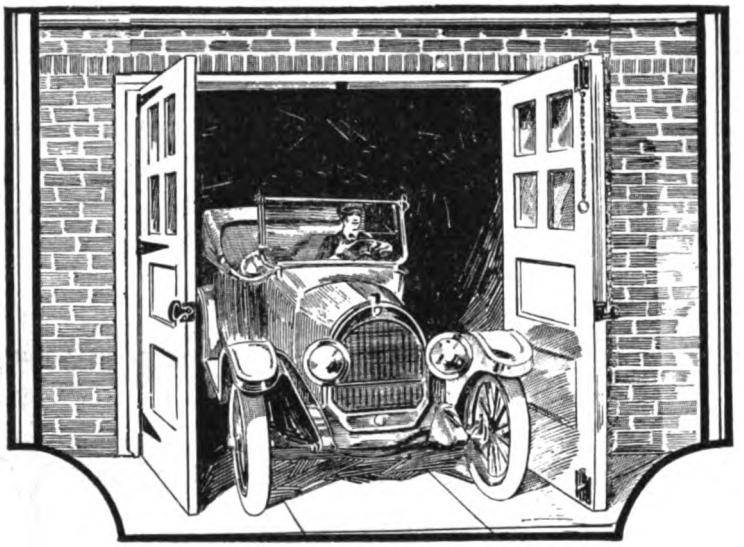
Kansas City Branch
339 Railway Exchange Building



FACTORY AND WAREHOUSES OF WHITLOCK CORDAGE COMPANY
JERSEY CITY, N. J.

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McKINNEY HARDWARE
for garage doors



AN easy-to-sell set of wrought steel hardware for the garage owner with but a modest cash outlay.

Set No. 1922 contains complete hardware, including screws, for double swing doors—hinges, bolts, handle, latch, all constructed of carefully tested steel and finished attractively with a good thick coat of black japan.

You make no mistake in recommending this set to your customers—it's as dependable as the day is long. A good way to do is to start with a few sets at first—you'll want more afterwards.

May we send you a copy of folder M4?

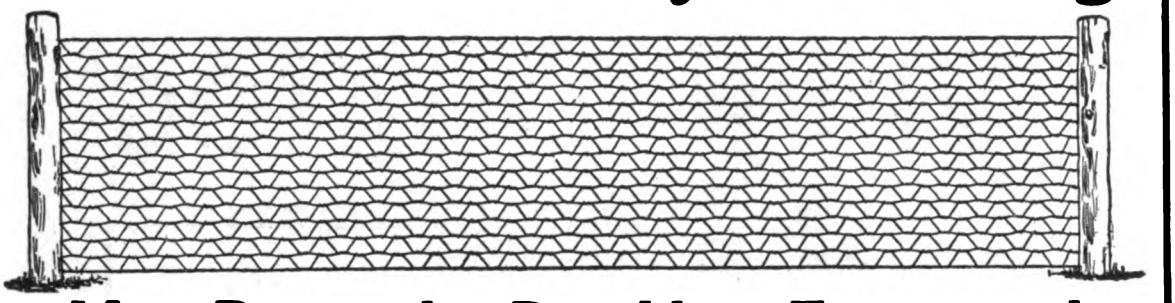
McKINNEY MANUFACTURING COMPANY

WROUGHT STEEL McK BUILDERS' HARDWARE

PITTSBURGH, PA.

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"WW" Poultry Fencing



Most Practical—Durable—Economical Poultry Fencing on the Market



Wickwire Brand Hex Nettings

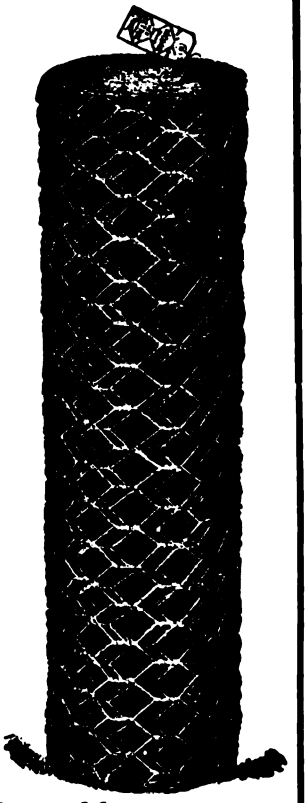
Galvanized Before or After Weaving

Wickwire Screen Wire Cloth

Cortland Painted Wire Cloth

Made from Hard Drawn Steel Wire

Wickwire White Metal Finish Wire Cloth



Heavily coated with high-grade spelter or zinc by the old fashioned hot process method, recognized the world over as the most approved method of applying a durable zinc coat to iron or steel.

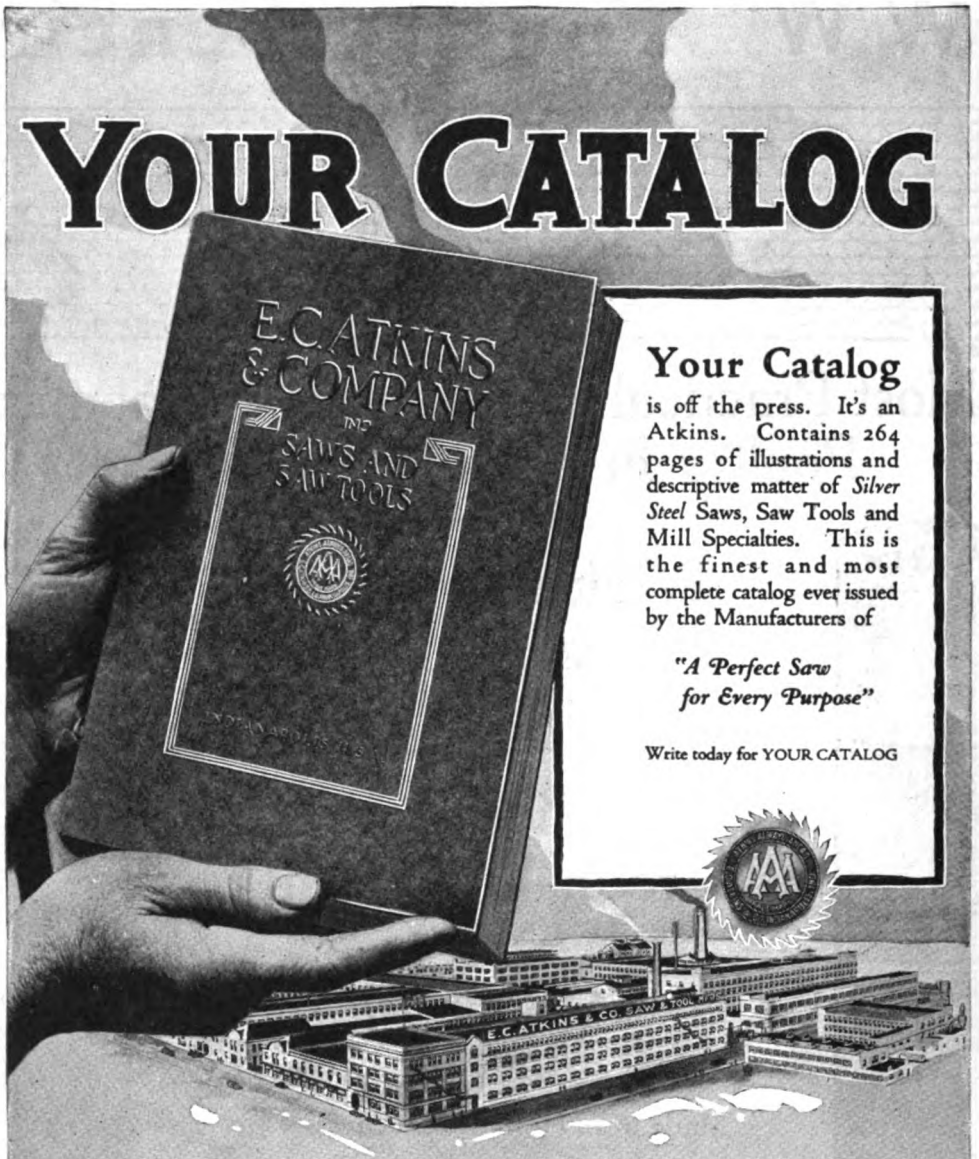
Wickwire Bronze Wire Cloth

Made from Hard Drawn Bronze Wire

WICKWIRE BROTHERS CORTLAND NEW YORK

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YOUR CATALOG



HOME OFFICE AND FACTORY

Your Catalog

is off the press. It's an Atkins. Contains 264 pages of illustrations and descriptive matter of *Silver Steel* Saws, Saw Tools and Mill Specialties. This is the finest and most complete catalog ever issued by the Manufacturers of

"A Perfect Saw for Every Purpose"

Write today for YOUR CATALOG

E. C. ATKINS & CO., Inc.

"The Silver Steel Saw People" Home Office and Factory, Indianapolis, Ind. Established 1857

Canadian Factory, Hamilton, Ont. Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers as follows:

Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, Ore., San Francisco, Seattle, Vancouver, B.C., Paris, France, Sydney, N.S.W.

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Ask Your Mechanic!

IF you want straight talk on tools, ask your mechanic or your garage man what he thinks of Billings & Spencer.

Tools are the biggest thing in his working life.

They make all the difference between the good job he's proud of and the bungle he hates.

Ask him.

He will tell you it's a matter of just-right steel—hard enough to stand the most strenuous service without denting—yet not so hard as to be brittle.

And a matter of perfect fit to the nut engaged—a matter of jaw shape, for the right wrench makes a clean, tight job of every twist, even when you put your weight into it.

You who buy tools may safely take a workman's word for what is right.

After all, it is more than a wrench you buy. It is hours of service and years of satisfaction instead of months of trouble.

Your hardware dealer will nod approvingly when you look for that Triangle B. Several thousand men have worked fifty years to make it worth looking for.

"Rely on Me"

The Billings & Spencer Co.

Hartford B Conn. U.S.A.

The First Commercial Drop Forging Plant in America

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JOBBERS SELLING

ATLAS TACKS

ARE GOOD PEOPLE TO DEAL WITH

You can judge a man by the company he keeps. If your jobber handles Atlas Tacks he can be depended upon to handle other good goods.



Registered Trade Mark

When you see this trade mark on a package of tacks, nails, or rivets, you know that you are getting full value.

Atlas Products

cost no more than inferior goods, yet our packages do contain "The Greatest Quantity of Quality at the Price."

We are the LARGEST and OLDEST manufacturers of TACKS and SMALL NAILS in the world.

About twenty thousand different kinds and sizes in iron, steel, copper, brass, and zinc—electroplated, galvanized, tinned, enameled and japanned.

Our line includes iron and copper rivets, copper burrs, staples, wire nail specialties, and numerous other packaged products.

We guarantee full NET weight.

ATLAS TACK COMPANY

Fairhaven, Massachusetts, U. S. A.

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RUSSWIN

RUSSELL & ERWIN

GARAGE HARDWARE



Adaptable Lock No. 200

With Russwin Ball Bearing Cylinder

Self-Adjusting Arm No. 2

Self-Latching Bolt No. 1

Adaptable to any position that the doors may assume; self-adjusting and lock automatically when the doors are closed.

Full information on request.

RUSSELL & ERWIN MFG. CO.,

The American Hardware Corporation Successor

New Britain, - Conn.

NEW YORK SAN FRANCISCO CHICAGO LONDON, ENG.

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HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK BY THE FOLLOWING HOUSES

W. T. McFIE SUPPLY COMPANY
Los Angeles, California

THE VALLEY MERCANTILE CO
Hamilton, Montana

MONTANA HARDWARE CO.
Butte, Montana

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELFER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah Pocatello, Idaho

GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHER COMPANY
Sacramento, California

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK

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GIANT



Our service men will co-operate

There is a Giant Service Man near you who will gladly help solve your customers' blasting problems.

If need be, he will, without charge or obligation, go right to the field of operation.

Backed by Giant Service facilities you will be in an excellent position to go after more business.

Let us help you build up a profitable business selling Giant Explosives. You need not carry them in stock—our nearest magazine will fill your orders promptly. All you do is to take the orders, send them to us, and bank your profits. Write us today and we will explain our special dealers' proposition.

The Giant Powder Co., Con.

San Francisco

"Everything for Blasting"

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane.

EXPLOSIVES

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COLUMBIAN TWINES



COLUMBIAN ROPE COMPANY

"The Cordage City"

AUBURN N.Y.

BRANCHES . BOSTON , NEW YORK . CHICAGO .

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$200.00 Prize Winning Window 1918. Western Arms and Sporting Goods Co., Salt Lake City, Utah

$1000 to dealers

for the best fall hunting window display

Rules of Dealer Window Contest

Fill in and return this coupon. This registers you as a contestant.

Your window display must be made during the Fall Hunting Season, including months of September, October and November.

Photographs of windows must be in our hands on or before December 15th, the closing date of the contest. Awards will be made as soon thereafter as practicable.

To the man who sells guns

Perhaps your employer will win a prize for his window display as a result of your help—here is a chance for you to win a prize, too.

Enter the "How I sold a hard customer" contest. We are awarding $300.00 in prizes for the best bonafide accounts of how you retail salesmen made difficult sales of Winchester products.

This contest is for the retail salesman or head of the gun and ammunition department. Of course the dealer is eligible if he happens to be the one who holds these positions.

Write out in ink or on the typewriter the entire account of how you sold a Winchester gun or Winchester ammunition to a "hard customer." Have it certified by the dealer and send it to us before November 1st, the closing date.

Stories will be judged from the point of view of salesmanship, so be sure to bring out all the arguments you used; how you met all the customer's objections, and how he finally walked out of the store the satisfied owner of a Winchester product. You may receive the $100.00 first prize or any of the 24 other prizes.

THE Winchester Dealers' Window Contest last year was entered into with such a nation-wide interest, and resulted in such striking stimulation of sales for the dealers who dressed their windows that we are going to repeat the contest this year.

We feel that this year's contest will attract an even greater number of entries and will result in still better windows and greater dealer sales.

$1000.00 divided as follows:

1st prize.....	$100.00
2nd prize.....	50.00
3rd prize.....	25.00
Next 3 prizes.....	30.00
Next 4 prizes.....	20.00

$100.00 super-prize for best window of all, irrespective of class

Dealers will be classified according to town population from Class "D"—those in towns under 2,500, to Class "A", dealers in towns over 50,000.

Classes A, B, C, and D will have the same number of prizes and amounts. This makes a total of $900.00. In addition we will have one capital prize of $100.00 which will be awarded to the best Winchester window display in the United States.

This means that the dealer having the best show window will not only receive the first prize in his respective class, but will also receive the $100.00 capital prize, making a total of $200.00 for the best window.

Here is a chance for every dealer to win a cash prize and to win it by doing the thing that will mean more sales for his store.

Sign and return the coupon *now*. Then get busy planning a window display that will take the highest prize. We will send you suggestions for attractive windows and display materials upon request.

Winchester Repeating Arms Co.
Dept. 835, New Haven, Conn., U. S. A.

Winchester Repeating Arms Company, Dept. 385, New Haven, Conn.

Gentlemen: Please send by return mail our copy of the circular, "What a good window trim is worth," together with a full set of window contest display material. We want to enter the Winchester Window Trimming Contest.

Firm Name .....

Street .....

City .....State.....

WINCHESTER

World Standard Guns and Ammunition

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GOODELL-PRATT

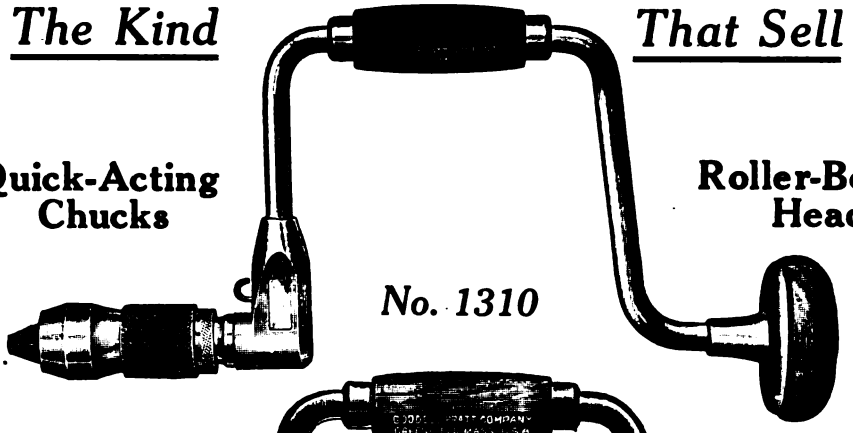
1500 GOOD TOOLS

BIT BRACES

The Kind *That Sell*

Quick-Acting Chucks

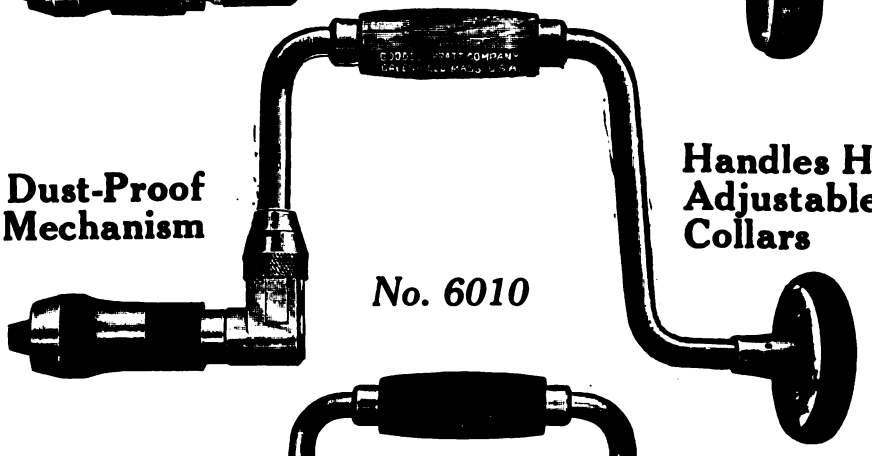
Roller-Bearing Heads



No. 1310

Dust-Proof Mechanism

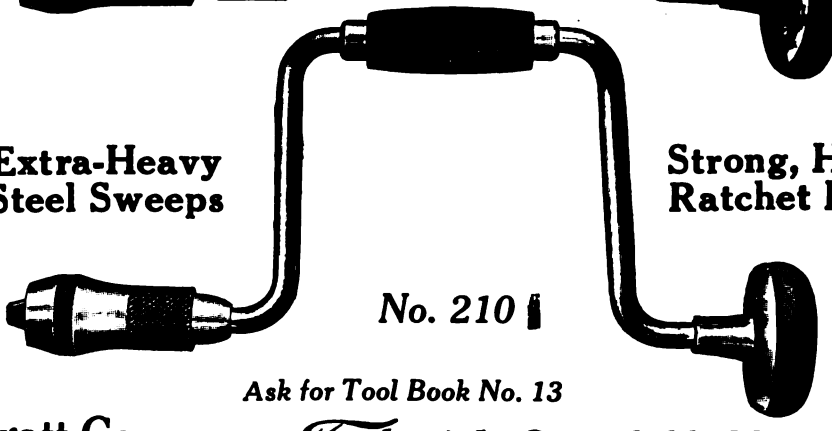
Handles Have Adjustable Collars



No. 6010

Extra-Heavy Steel Sweeps

Strong, Heavy Ratchet Dogs



No. 210

Ask for Tool Book No. 13

Goodell-Pratt Company *Toolsmiths* Greenfield, Mass., U. S. A.

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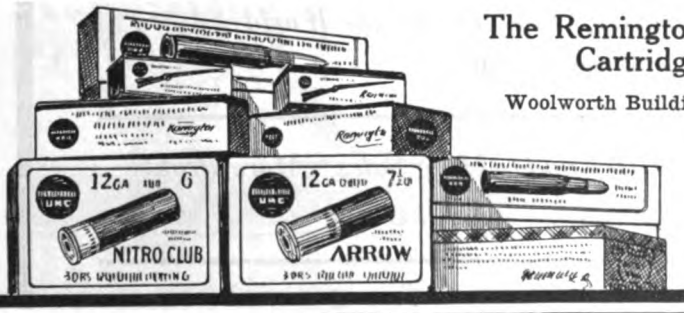
Meeting the Demand For Remington UMC Products

YOU know that more shotshells and metallic cartridges are sold in the fall of the year than at any other season. Are your shelves well stocked with Remington UMC? Are you in a position to serve the sportsman at the time when he buys in greatest quantity? More than **85,000** retail dealers in this country alone are selling Remington UMC products.

Remington UMC Wetproof Shotshells—waterproofed in body, crimp and top wad by the exclusively-owned Wetproof process—are meeting the demand for shells that will stand up under **all** weather conditions, and The Remington Company stands back of the warranty of their waterproof qualities.

Remington UMC Metallic Cartridges are made for every standard make of rifle, pistol and revolver. For accuracy and penetration they are unexcelled—made in 600 different kinds. Almost every cross-roads store carries Remington UMC.

ASK YOUR JOBBER

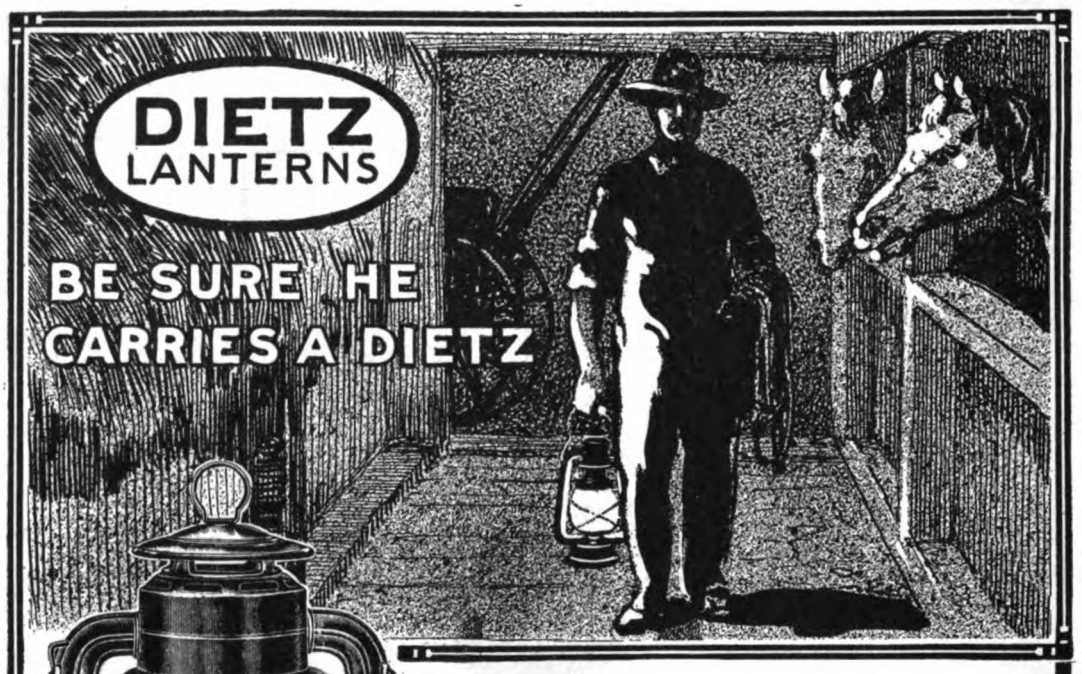


The Remington Arms Union Metallic Cartridge Company, Inc.

Woolworth Building New York City

WETPROOF SHOTSHELLS
"Nitro Club" and "Arrow"
(Smokeless)
"New Club" (Black Powder)

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DIETZ No. 2 WIZARD

DIETZ Lanterns, above all, are safe.

Dietz Lanterns embody many little tricks of design and special features which make them more convenient to use. Then—they are put together right and they last.

To begin selling Dietz Lanterns is to start a trail of satisfied customers. Last, but not least—there is a good profit on every sale.

R. E. DIETZ COMPANY

NEW YORK

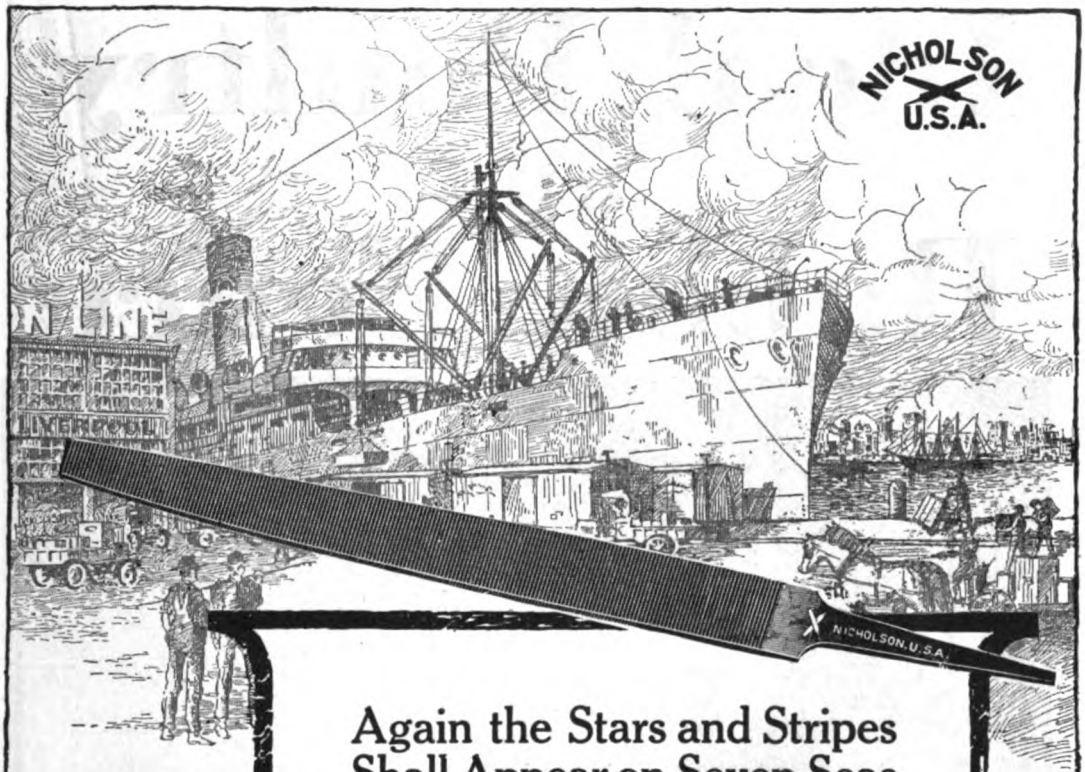
Largest Makers of Lanterns in the World

Founded 1840

More Quality—More Demand—More Sales—More Profit

Your Jobber Stocks DIETZ Lanterns

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Again the Stars and Stripes Shall Appear on Seven Seas

The Nicholson File Company was founded just as the Civil War had sealed the fate of America's Sailing Fleet. Through more than half a century this company has grown. And now

Nicholson Files

are helping to speed a new American Merchant Marine down hundreds of busy ways—ships of steel to carry American goods and the American Flag into the world's ports of trade—the FILES that CUT the FASTEST and SMOOTHEST.



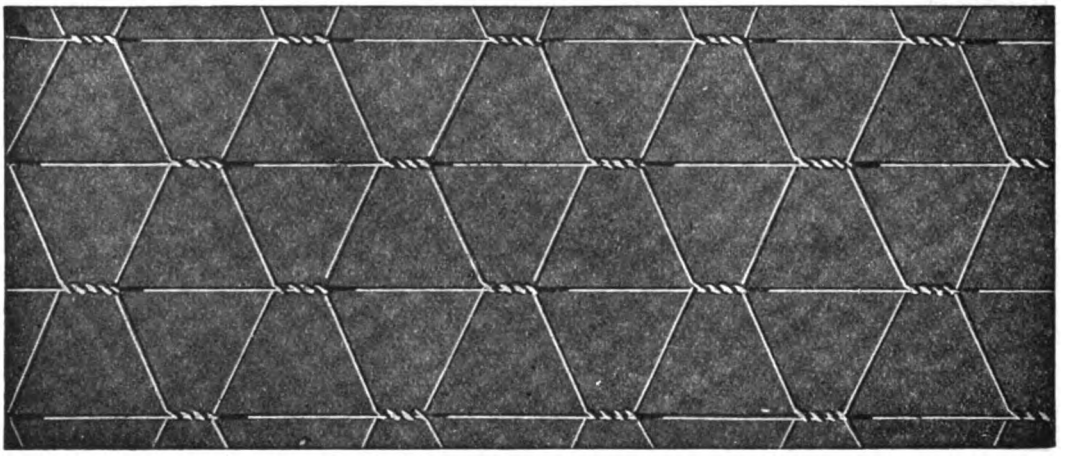
Write for our Catalog and for File Filosophy — a fifty years' education in Files and Filing in an hour's reading.

Nicholson File Co.

Providence, Rhode Island
U. S. A.

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

San Francisco · Los Angeles Portland Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

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DU PONT AMERICAN INDUSTRIES



5th Annual Beginners' Day,—
How It Helps the Dealer

BEGINNERS' DAY is the time when the "Learn-to-Shoot" idea becomes a dollars-and-cents reality to dealers in guns, ammunition and sporting goods. The Du Pont Company continually advertises Trapshooting—"the Sport Alluring." Those who have read our ads welcome Beginners' Day as the opportunity to learn to shoot—and thousands each year are introduced to the traps at these events.

We cooperate with gun clubs everywhere in promoting Beginners' Shoots to create new shooters and

To Increase Sales

of Dupont, Ballistite and Schultze powders—the choice of beginners and experts. Every new shooter means a prospective buyer of other goods in your store.

Be a Booster! Talk Beginners' Shoots. Work with your local gun club for a big Beginners' Day. If there is no organized club—write us.

THE NATIONAL CROW SHOOT USING SHOT GUNS ONLY

Sporting Powder Division

E. I. du Pont de Nemours & Company

Wilmington, Delaware

Visit Du Pont Products Store When in Atlantic City

DU PONT

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Sell Hercules Dynamite

The American farmer is the most progressive farmer in the world. He knows the value of using dynamite *and he will buy it if you give him a chance.*

Nail the Hercules Farm Dynamite sign to your door post! Increase your profits and the prosperity of your customers by selling

HERCULES DYNAMITE

Sign the coupon printed below —mail it to us today and we will send you detailed information regarding the handling and storing of explosives. Our 68-page illustrated book will be mailed on request to you or to any farmer in your neighborhood and we will send you free literature to distribute among your customers. Our Agricultural Department will gladly co-operate with you for better business and bigger profits.

HERCULES POWDER CO.

1017 Chronicle Bldg.

San Francisco, California



THIS BOOK FREE TO FARMERS



Hercules Powder Company,
1017 Chronicle Bldg., San Francisco, Cal.

Gentlemen: Please send us information regarding the sale of dynamite to farmers and oblige. Yours very truly,

Name _____

Address _____



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What the Hardware Dealer & Jobber wants to know about CLOVER Grinding & Lapping Compound

CLOVER GRINDING AND LAPPING COMPOUND is the recognized STANDARD for Valve Grinding—Grinding Pistons Into Cylinders—Lapping Out Cylinders—Running Together Gearing—All Kinds of Surfacing, Lapping and Polishing—Grinding Crank Shafts Into Bearings, etc.

There are more than ONE MILLION PEOPLE using Clover Compound today, and sales in 1918 exceeded

3,000,000 CANS

Live Dealers are turning over their Clover Stocks from ten to twelve times a year. We are helping with Co-operative Sales Helps and Advertising.

Don't forget that we have established our own Branch at 559 Howard Street, San Francisco, for the convenience of our Western Trade. You should make full use of this stock which we carry for you.

FOR THE KIT: in Standard 4 oz. and 2 oz. DUPLEX cans.

FOR THE GARAGE AND SHOP; 1 lb. Cans, made in 7 grades from very fine to very coarse.

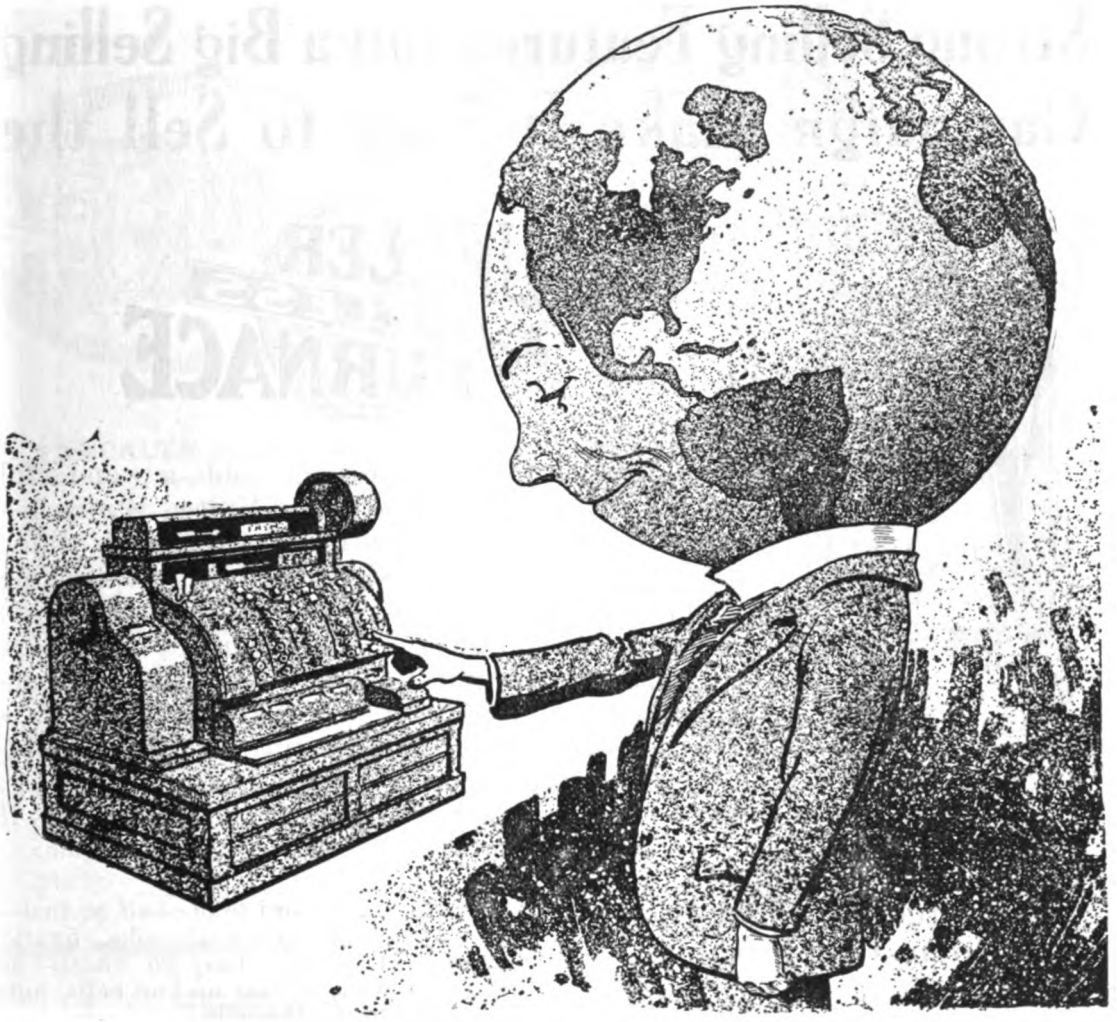
SPECIAL BOOKLET AND SAMPLES ON REQUEST

Have you had your sample of **Clover Lawn-Mower Sharpening Compound?**
It's great stuff and sharpens them up fine. SPECIAL CIRCULARS AND SALES HELPS—May we send them?

CLOVER MFG. CO., Norwalk, Conn., U. S. A.

San Francisco Branch, 559 Howard Street.

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The world's bookkeeper

Modern National Cash Registers are recognized throughout the world as labor-saving machines.

They are used wherever money is handled and accounts kept—in every line of business, in all parts of the world.

National Cash Registers are the result of 35 years of study and invention.

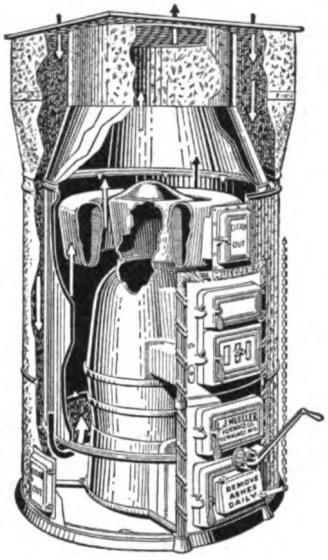
To make them requires 7,100 people, 21 buildings, 40 acres of floor space, and 2,475 patents covering 35,000 claims.

Considering workmanship, materials, and what it does, the National Cash Register is the lowest priced piece of machinery in the world.

The National Cash Register Company
Dayton, Ohio
Offices in all the principal cities of the world

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Strong Selling Features and a Big Selling Campaign Make It Easy to Sell the



MUELLER PIPELESS FURNACE

The Mueller Pipeless Furnace holds a wonderful record of sales throughout the United States because it has exclusive features in its design which make its advantages easily seen. Our advertising has pointed out these advantages in big space from coast to coast. People know Mueller Furnaces. Home owners right in your community are acquainted with this pipeless furnace and know it is made by dependable manufacturers with a reputation based on more than 60 years' experience in building heating systems. That's why it is easy to get a firm grip on the pipeless furnace business if you handle the Mueller.

Guaranteed to Heat Every Room Comfortably

The Mueller is the only pipeless furnace that scientifically and correctly applies the laws of warm and cool air circulation. It is properly proportioned to heat most efficiently. Size of register face permits the delivery of a large volume of warm air and takes from the rooms an equal volume of cooler air. No heat is wasted—none goes to heat the cellar.

Saves from one-third to one-half on fuel—burns hard or soft coal, coke, lignite, wood, gas or oil. Easy to install—no floors or walls to tear up—no bolts, nuts or screws to bother with.

Write for the Mueller Book

The Mueller Book explains in a simple way all of the many common-sense features that make this pipeless furnace so desirable for the home-owner to buy and for you to sell. Write for it and our offer to dealers.

The L. J. Mueller Furnace Co., Milwaukee, Wis.

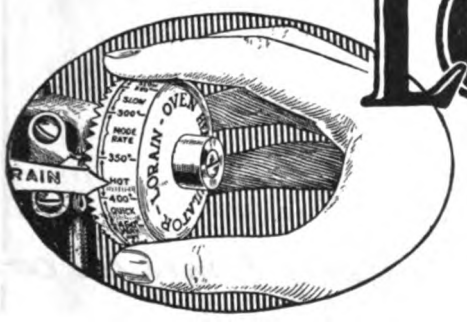
DISTRIBUTORS

THE SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah and Pocatello, Idaho

HOLBROOK, MERRILL & STETSON
San Francisco and Los Angeles, California

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburgh, Scranton, Lancaster and Philadelphia, Pa.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Nebr.; Aberdeen, S. D.; Seattle, Wash.

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"LORAIN"

Oven Heat Regulators Will Multiply Your Gas Range Sales

BECAUSE of the lack of important improvements in gas ranges, sales have been restricted. Old ranges have been retained long past the point of usefulness. Replacement business has amounted to little. Volume and profits have been limited to new business.

"Lorain" changes all this. Every user of gas for cooking is a prospect for a new range. Replacement business is coming into its own. For this wonderful invention is revolutionizing gas cooking. It enables you to meet competition, whether oil, coal or electricity.

Demand is being created by an extensive national advertising campaign. This campaign is backed by intensive dealer co-operation. The entire plan, with full details of the "Lorain" oven heat regulator and its service, is contained in our merchandising program book, a copy of which will be sent upon receipt of coupon.

Learn how "Lorain" measures oven heat, thereby saving time and toil and bettering all cooking. Learn how it will increase your sales. Send the coupon today.



AMERICAN STOVE COMPANY
Largest Makers of Gas Ranges in the World
69 Chouteau Avenue St. Louis, Mo.

"LORAIN" *is found only on the following gas ranges*

Clark Jewel—
George M. Clark & Co. Div., Chicago, Ill.

Dangler—
Dangler Stove Company Div., Cleveland, Ohio.

Direct Action—
National Stove Company Div., Lorain, Ohio.

New Process—
New Process Stove Co. Div., Cleveland, Ohio.

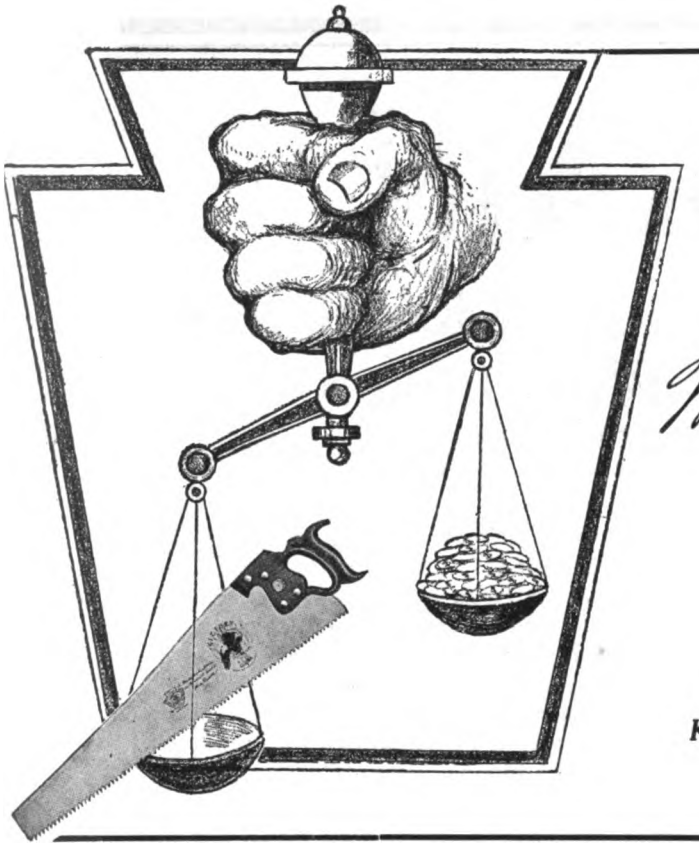
Quick Meal—
Ringen Stove Company Div., St. Louis, Mo.

Reliable—
Reliable Stove Company Div., Cleveland, Ohio.

AMERICAN STOVE COMPANY
69 Chouteau Avenue, St. Louis, Mo.
Send me a copy of your new merchandising program book, also details of the "Lorain" Oven Heat Regulator.

Name .....
Street .....
City .....
State .....

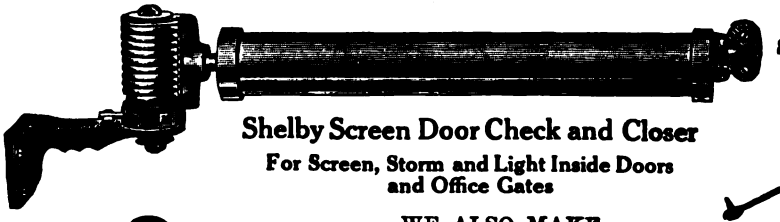
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Worth many times its cost

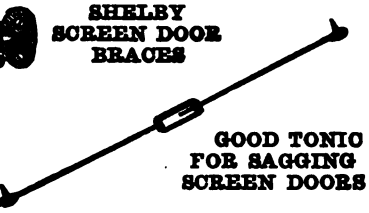
HENRY DISSTON & SONS
INCORPORATED
Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, U. S. A.

SHELBY SCREEN DOOR HARDWARE



Shelby Screen Door Check and Closer
For Screen, Storm and Light Inside Doors and Office Gates

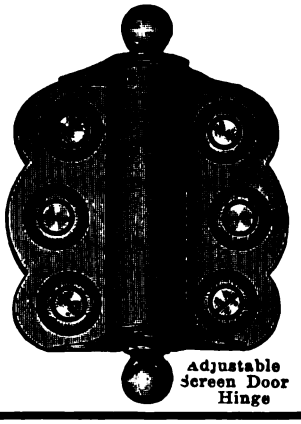
SHELBY SCREEN DOOR BRACES



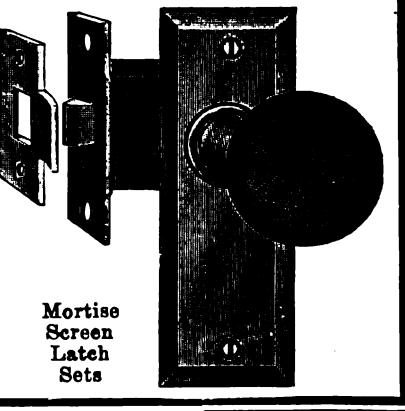
GOOD TONIC FOR SAGGING SCREEN DOORS

WE ALSO MAKE

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**



Adjustable Screen Door Hinge



Mortise Screen Latch Sets

THE SHELBY SPRING HINGE CO. - - SHELBY, OHIO, U. S. A.
POND HARDWARE SPECIALTY CO., Los Angeles, Cal. ←— *Coast Representatives* —→ D. L. HERMAN, Seattle, Wash.

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THE RECOGNIZED LEADER

LOOKS BETTER . LASTS LONGER



Dealers everywhere are placing their Fly Screen Cloth business on a solid foundation by selling **Galvanoid.** It is firm, durable and attractive, and gives the consumer **complete** satisfaction. Order **Galvanoid.** If your jobber cannot furnish, advise us and we will see that you are supplied.

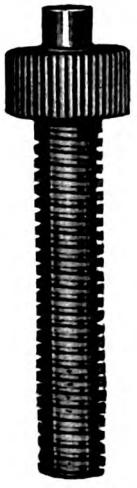
WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

AMERICAN WIRE FABRICS CO.

208 LA SALLE STREET, CHICAGO, ILLINOIS

Factories:
Mt. Wolf, Pa. **Clinton, Iowa** **Niles, Michigan**

Representatives:
Ewing-Lewis Co., San Francisco and Los Angeles, Cal. D. L. Herman, Seattle, Wash.





Hardware Parts









—parts for Carburetors, Magnetos, Firearms, Tools, Motorcycles, Bicycles, Spark Plugs, Electrical Instruments, or anything else requiring special

Corbin Automatic Screw Machine Products

Send us your Samples, Specifications, or Blueprints. Quotations will be promptly furnished.

Also manufacturers of Set Screws—Stove Bolts—Standard Cap Screws—Steel Furnace Chain—Steel Register Chain—Brass and Iron Ladder Chain—Brass and Steel Safety Chains—Brass Plumbers' Chain—Single and Double Iron and Brass Jack Chains—Iron, Brass and Bronze Wood Screws.

CORBIN SCREW CORPORATION, New Britain, Conn.
American Hardware Corporation, Successor.

Branches:
New York **Chicago** **Philadelphia**

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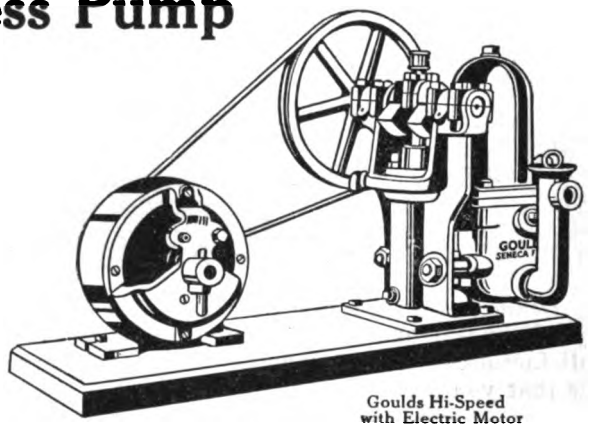
Home Owners Appreciate This Noiseless Pump

The noiseless feature of the Goulds Hi-Speed is more than a good talking point; it is a strong **selling** point. And there are other features equally good, such as the self-oiling arrangement which assures perfect lubrication at all times.

GOULDS

HI-SPEED

REG. U. S. PAT. OFF.



Goulds Hi-Speed with Electric Motor

Pumps and Pumping Outfits

are made in 13 combinations, including one for gasoline engine, 8 for electric motor on 110 and 220-volt electric lighting currents and 4 for operation from home lighting systems. By keeping in stock only one of these models and a set of extra parts, you can build up any of the others which your trade may demand.

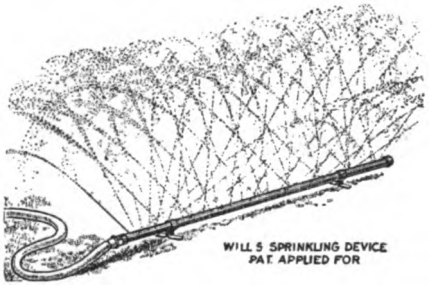
Write for circular and prices

THE GOULDS MFG. COMPANY, Seneca Falls, N. Y.

Northwest Agent, D. L. HERMAN,
214 Maritime Bldg., Seattle, Wash.

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1918"

Three Superior Qualities

Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust — No Leaks — Solid standards — securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.

607 CROCKER ST. LOS ANGELES, CAL.

"Easy Emptying" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom



Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it

Some of Our Pacific Coast Jobbers

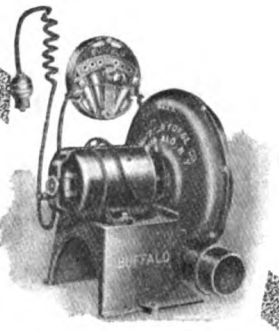
California Hdw. Co.
Pacific Hdw. & Steel Co.
Failing-McCalman Co.
The Schaw-Batcher Co.
Honeyman Hdw. Co.
Schwabacher Hdw. Co.
Holley-Mason Hdw. Co.
Seattle Hardware Co.
Marshall-Wells Hdw. Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.
Hoffman Hdwe Co.

The Specialty Mfg. Co.

ST. PAUL, MINN., U. S. A.

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Built for Service

Blacksmiths and garagemen are determined to have the best that may be had in tools—their work today demands it.

Buffalo Forges, Drills, Blowers, Punches and Shears are backed by the critical test of over forty years. Each machine is designed to meet specific requirements. Dealers find the Buffalo line profitable sellers.

Write Dept. 37 for Complete Catalog

BUFFALO FORGE COMPANY
BUFFALO, NEW YORK

"Buffalo"





SERVICE Brier Hill Steel Company
A. C. EULOFSON, Pres.

BRIER HILL STEEL CO.

OF CALIFORNIA

SERVICE Brier Hill Steel Company
J. S. BISHOP, Sec'y.

OPEN HEARTH

STEEL SHEETS

Mills at Youngstown Ohio

BOX AND BLUE ANNEALED
GALVANIZED, FLAT, CORRUGATED

STEEL TANK PLATES

Mills at Niles Ohio

MILL SHIPMENTS ONLY — RIGHT PRICES — BEST SERVICE

BRANCH OFFICES
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403 Railway Exchange Bldg., Portland, Oregon
1446 Malvern Ave., Los Angeles, Cal.

3599-35 DAMONNOCK BUILDING, SAN FRANCISCO

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Summer Suggestions for Rope

4-st Clover Leaf Manila for Hay Stacking Rope. Stock sizes, 3/4", 13/16", 7/8" and 1".

2-ply Sisal Bale, 5 lb. balls, 10 balls to the sack. Handy about the farm or garage.

5/8" and 9/16" Sisal make good halter ropes.

5/8" and 3/4" Standard Manila for boom rope for hay wagons.

CLOVER LEAF MANILA ROPE for all general purposes. The right thing in the right place. DURABILITY AND SERVICE.

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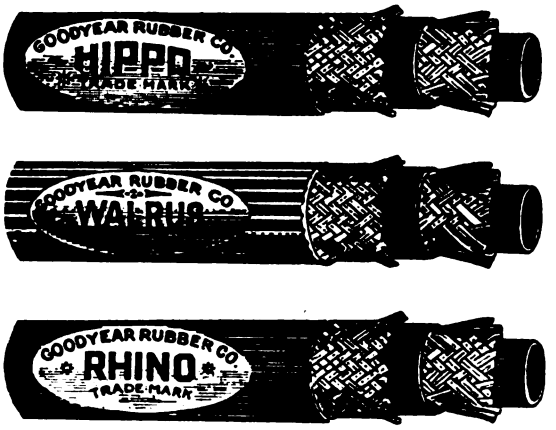
Trade Mark

Portland Cordage Company

Portland, Oregon *Seattle, Washington*

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

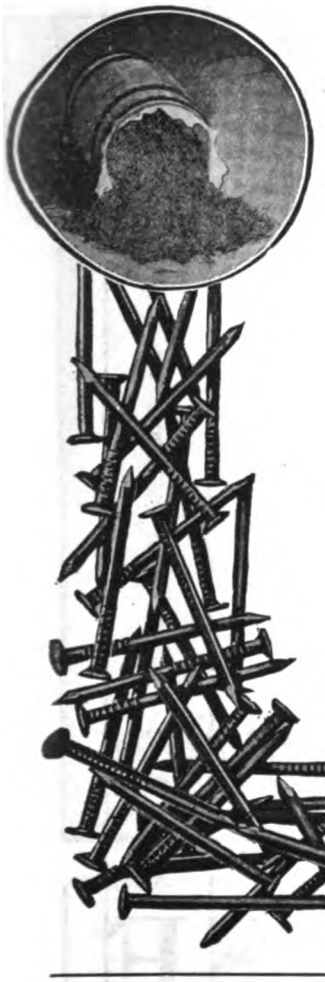
R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

589 Mission Street SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St. & Pine St. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

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"PITTSBURGH PERFECT"

WIRE NAILS ALL KINDS

BARBED WIRE BALING WIRE BALE TIES

"Pittsburgh Perfect" Electrically Welded
and
"Columbia" Hinge Joint

WIRE FENCING

AT RIGHT PRICES TO YOU

Carload shipments from Pittsburgh mills to all points on the Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO., SAN FRANCISCO, CAL.

A. C. RULOFSON CO., Sales Managers, 359-363 Monadnock Building

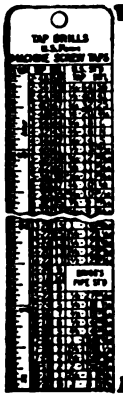
BRANCH OFFICES: 1213 L. C. Smith Bldg., Seattle, Wash.
403 Railway Exchange Bldg., Portland, Or. 1446 Malvern Ave., Los Angeles, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

Dunham, Carrigan & Hayden Co.,
San Francisco, Cal.
Northern California and Nevada.

Whiton Hardware Company,
Seattle, Wash.
Washington and Eastern Oregon.

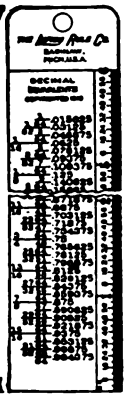
"PITTSBURGH PERFECT" PSCo TRADE MARK REGISTERED



LUFKIN TAPES and RULES ACCURATE

[redacted]

NEW YORK THE LUFKIN RULE CO. SAGINAW, MICH.





WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.



Roller Bearings

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T. Cedar Falls, Iowa.

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BUFFALO

"THREE HUNDREDS"

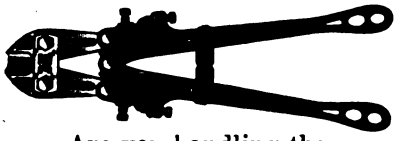
This rivet forge is one of a series of unusually popular forges equipped with the well-known Buffalo "Three Hundred" Blower.

This blower operates with a bronze spiral gear with steel spiral pinion. The gears are entirely enclosed in a dust and leak proof case which permits of oil bath lubrication. The high speed fan shaft runs in radial ball bearings.

Write for catalogue 100-37, which shows a full line of these popular sellers.

Buffalo Forge Company
BUFFALO, N. Y.

PORTER'S
New Easy Bolt Clippers



Are you handling the

10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
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Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Strimple & Cox, Corbett Bldg., Portland, Ore.
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H. K. PORTER
Bolt Clipper Specialist
6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



"THE PONY"

IT'S GUARANTEED
SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.
CHICAGO, U. S. A.

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TASTES DIFFER— EVEN IN GRINDSTONES



The line you buy ought to cover a variety of styles sufficient to include the various tastes of the individual farmers, gardeners and artisans who buy grindstones.

The R-W Line of Grindstones

includes stones of assorted grits in 15 stock styles of foot treadle and power mounted grindstones. Also a complete line of loose stones and separate grindstone fixtures.

Each R-W stone is cut from selected Berea Grit

See pages 260 to 281 of your No. 16 R-W Catalog

Richards-Wilcox Mfg. Co.

A Hanger for any Door that Slides

CHICAGO ST. LOUIS LOS ANGELES PHILADELPHIA — AURORA, ILLINOIS, U.S.A. — LONDON, ONT. — BOSTON NEW YORK MINNEAPOLIS SAN FRANCISCO



Say "W & B" Cotter Pins

Cotter Pins don't make up the big end of our business, but it's our business to make everything we make as well as it can be made.

That's your guaranty when you say "W & B" Cotter Pins in your order. We have them ready in all sizes or assortments. Also Flat Riveted Keys in sixty-nine sizes and patterns, and Flat Spring Keys in all sizes.

Send for a New Spring Cotter List

The WHITMAN & BARNES MANUFACTURING CO.

General Offices: Akron, O.
Factories: Akron, O.; Chicago, Ill.; St. Catharines, Ont.

W&B

Trade Mark — Registered U. S. Pat. Off.

European Office: 139 Queen Victoria St., London, E. C.

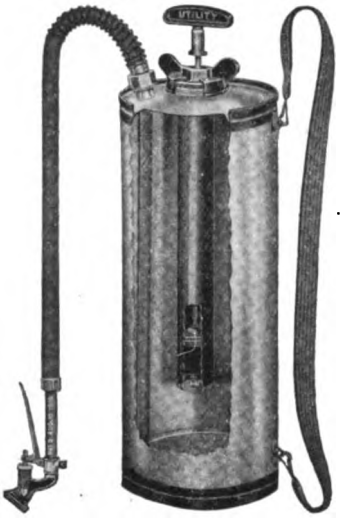
Established 1854 Whitman & Barnes

TWIST DRILLS — REAMERS — WRENCHES — COTTER PINS

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ARE YOU FIGURING ON YOUR PURCHASES FOR NEXT YEAR?

The Utility Line of Sprayers



SHOULD RECEIVE CONSIDERATION. SEND FOR CATALOGUE AND PRICES

The No. 10 Knapsack or Compressed Air Sprayer has **Brass Ball Check Valve, ½-in. 5-ply Hose attached to tank with standard hose connection of brass.** Fitted with **Utility** Nozzle with the extension feature, an exclusive **Utility** feature. Tank tested to 85 pounds. Capacity 3½ gallons.

No. 10 Galv. Iron Tank.
No. 15 Brass Tank.

The line comprises Hand, Knapsack and Portable Outfits. Barrel Pumps, Field Sprayers and Accessories.

The Utility Nozzle will handle spray liquids, whitewash or heavy disinfectants with equal success.

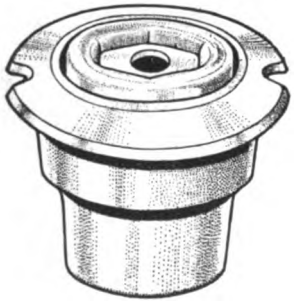
Place your order now, and if you value your reputation as a dealer in dependable merchandise you will buy

THE UTILITY SPRAYERS

MANUFACTURED BY

ALBERT LEA SPRAYER CO., Albert Lea, Minn., U. S. A.

Thompson Adjustable Sprinkler Heads



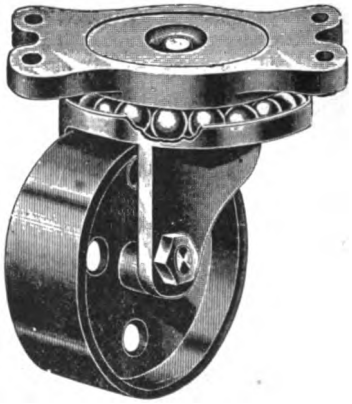
For Permanent Lawn Sprinkling systems embody the utmost simplicity in construction and efficiency in operation.

Made of brass and zinc,
Will last a lifetime

Write at once for folder or information regarding sprinkling systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue,
LOS ANGELES

CASTERS



WHEELS, WHEELBARROWS, STORE AND FACTORY TRUCKS, CONCRETE MIXERS, ETC.

Have you our catalog?

COMPANY
"KEEP YOUR PRODUCT ON WHEELS"

San Francisco, Cal.

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THE JAMES SWAN COMPANY

SEYMOUR **CONNECTICUT**

Bits
Augers

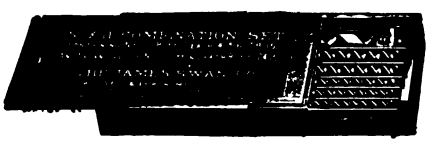


Chisels
Draw Knives





Nail Sets
Gimlets



Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

How is Your Stock of Roofing And Building Papers?

Take advantage of present prices by ordering at once, as advances are apt to occur.

Now is the time to replenish your stock of—

Pioneer Roofing, Insulating and Building Papers, Deadening Felt and Sheathing Paper.

Write for Samples and Prices

PIONEER PAPER CO. 247-251 SOUTH LOS ANGELES STREET
LOS ANGELES - - - CALIFORNIA

Manufacturers

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Big Little Profit Builders

Kees Money Making Devices for Hardware and Building Material Dealers

HOW HANDY THEY ARE!

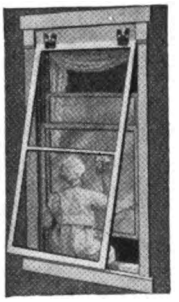
Just lift up the storm windows and hook them on.

It's no work at all for your customers to put up storm sash with

Kees

Storm Sash Hangers

They are quickly hooked on. Suspended from the top. Can be opened out any distance.



Our free demonstration outfit shows exactly how handy Kees storm sash hangers are, and **sells them fast.**

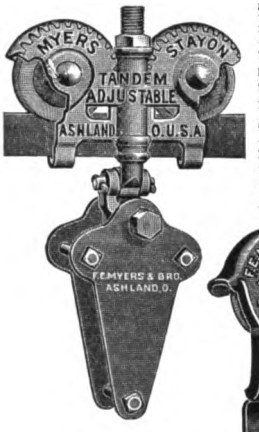
SEND FOR LISTS AND FREE SAMPLES TO DEPT. 18

F.D.Kees Mfg.Co.Beatrice,Nebr.

MYERS STAYON DOOR HANGERS

The carpenter or builder who has contracts for the erection of new barns or other buildings, or the one who makes it a business to repair old structures, generally recommends the style of door hangers best suited for the sliding doors.

Many of them now recommend and use MYERS STAYON HANGERS, or some of the other styles of Myers Hangers, for they realize that the exclusive Myers features mean much in the way of satisfaction to their customers through the improved service Myers Hangers give. The MYERS Line of Door Hangers no doubt has styles just fitted to the requirements of your trade. Find out about them by obtaining a copy of our late catalog. Ask for it today and get our prices.







OTHER MYERS LINES
PUMPS, HAY TOOLS AND STORE LADDERS

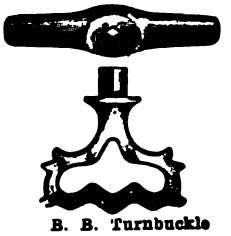
All Styles Put Up in Neat Cartons Six Sets in Case

Ears, Handles, Etc.

FOR TINWARE MAKERS



Berger's Bar



B. B. Turnbuckle



Guard Handle

Highest quality, finest finish, largest stock of all sizes and kinds to be found anywhere. Send for our No. 8 Catalogue showing a complete line of Handles, Ears, etc., Pipe Gutter Hangers, Hooks and a complete line of TINNERS' and ROOFERS' SUPPLIES.

BERGER BROS. CO.

Office—229-231 Arch Street
Store—237 Arch Street
Warerooms and Factory—110-114 Bread St.
PHILADELPHIA



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

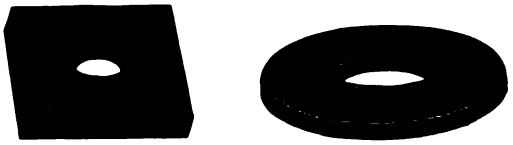
Manufactured by

The Wm. Connors Paint Mfg. Co.

1852 TROY, N. Y. 1918

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There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

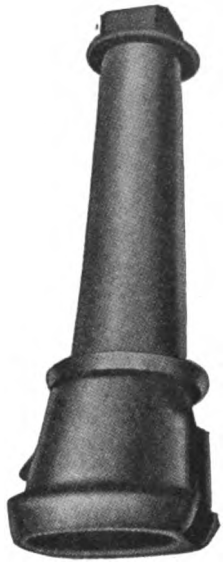
Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

Gray Iron Castings



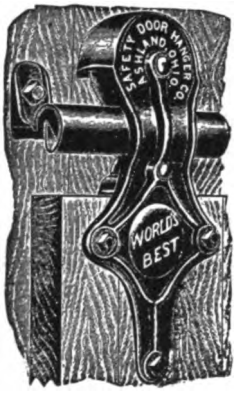
Capacity production enables us to supply the Hardware Trade with a full and complete line of Farm Wagon and D V Skeins, in all sizes.

Can also furnish reach plates, rub irons, brake shoes and other gray cast iron parts.

All orders cared for promptly.

Specifications and quotations on request.

Kentucky Wagon Mfg. Co.
Incorporated
Louisville, Kentucky



YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST" IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the **Easiest Running Hanger** on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

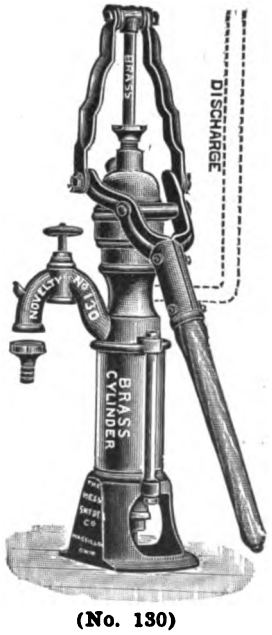
SAFETY DOOR HANGER CO.
ASHLAND, OHIO, U. S. A.

C. N. & F. W. JONAS, Rialto Bldg., San Francisco, Cal., and Equitable Savings Bank Bldg., Los Angeles, Western Representatives.

GET IN A SUPPLY OF

NOVELTY FORCE PUMPS

And treat your customers to the best.



(No. 130)

We are the manufacturers of the original 'Novelty' Pump for wells and cisterns. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio

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SIMONDS SAWS

Are the Best and They ARE the Best



Nationally Advertised Goods Backed by Quality and Workmanship

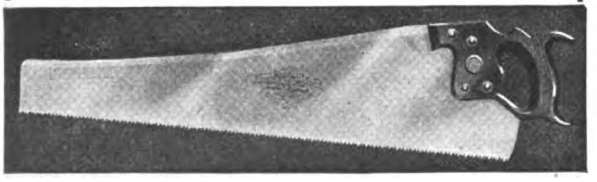
Simonds Hand Saws are world leaders. They never falter on any kind of cutting job because they are right, from the foundation to the finished product. That's why they are in big demand by experienced carpenters as well as the man who does odd jobs around the house. A line of Simonds incomparable saws is a sales booster. When a dealer sells a Simonds Saw he may be assured that he has made a satisfied customer.

Write for prices and discounts.

SIMONDS MANUFACTURING CO.

"The Saw Makers"

Portland, Oregon; Seattle, Wash.
San Francisco, Calif.; Vancouver, B. C.



YOUR TRADE WANTS

FILES OF QUALITY

The Highest Grade Coil File Made

IT'S A TOOL

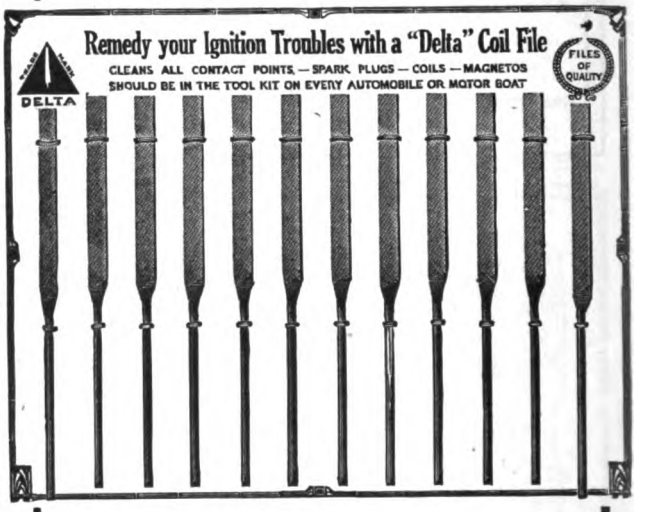
TRADE MARK DELTA

Will Please Your Customers

Needs Only to be Displayed to Make Sale

REMEDY *Your* IGNITION TROUBLES *with*

DELTA COIL FILE



Cleans All Contact Points, Spark Plugs, Coils, Magnetos

Should be in the Tool Kit on Every Automobile or Motor Boat

High Grade Files for Every Purpose

TRADE MARK DELTA **DELTA FILE WORKS** FILES OF QUALITY

PHILADELPHIA, PA., U. S. A.

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"SAMSON"
MEANS STRENGTH

SAMSON HAND & BENCH PUNCHES are a boon to every workman on the job.

SAMSON No. 1 HAND PUNCHES appeal because:

1st—Their very powerful leverage—10 to 1 ratio.
2d—Have greatest punching capacity for size & wt.
3rd—Make no burr after cutting.
4th—Interchangeable punches and dies—in 7 sizes—easily inserted and removed.
5th—Easy to work and comfortable to handle.
6th—Weight one pound, length 8 inches—can be carried in your pocket or kit.

A NECESSITY FOR EVERY SHOP

The SAMSON No. 3 BENCH PUNCH, with a powerful leverage of 24 to 1, is intended for work beyond the capacity of the Samson Hand Punch and will punch holes from ⅛ to ⅜" in soft metal up to 12 gauge.



Extra sets of punches and dies, size ⅛, 3-16, ¼, 5-16 and ⅜", easily inserted and removed.

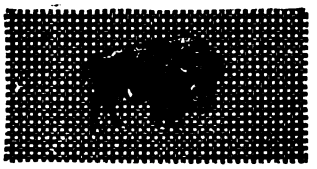
Has detachable tubular handle and weighs only 20 lbs.

THESE are the POINTS that SELL Samson Punches. Catalogue showing our complete line on request.

MACHINE APPLIANCE CORPORATION
351 Jay St., Brooklyn, N. Y.

FOR QUALITY, SERVICE AND SATISFACTION, BUY

"BUFFALO"



Trade Mark Reg. U. S. Pat. Off.

WIRE CLOTH

It's made in all grades and meshes, in steel, galvanized, copper, brass, bronze and many other metals, to suit all requirements.

Large stock of standard grades always carried for immediate shipment.

Specialists in wire products for fifty years, we are in position to guarantee Quality, Service and Satisfaction from every "BUFFALO" Wire Product.

Catalog No. 8AF, fully illustrating and describing our entire line, mailed gratis upon request.



A yellow tag like this, with the imprint of the "BUFFALO" on it, is attached to every roll or piece of genuine "BUFFALO" Wire Cloth. It is the sign of Quality, Service and Satisfaction.

BUFFALO WIRE WORKS COMPANY
Formerly Scheeler's Sons
524 TERRACE - BUFFALO, N. Y., U. S. A.

THEY DON'T SCRATCH—THEY CUT

FLEXIBLE TUNGSTEN

TUNGSTEN HARD



ONCE USED ALWAYS DEMANDED

STERLING HACK SAW BLADES

Made in points 3, to points 32, and in sizes from 8"x½" to 36"x2".
We claim consistent uniformity—Blade after Blade.

Manufactured by **DIAMOND SAW & STAMPING WORKS, Buffalo, New York**
CALDWELL SALES CO., Pacific Coast Representatives, Seattle—San Francisco



GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate **modern** garden tools of unquestioned quality—tools that have **made good**—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers. Dandelion Diggers, etc.

Write for Samples and Booklet.

J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY, Western Representative, Lankershim, Cal.

THOS. M. GARDINER, Oregon and Washington Representative. P. O. Box 299, San Francisco.



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McCAFFREY
FILE CO.
Philadelphia



"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

Established 1863

ONLY

BOMMER

DOUBLE ACTING
SPRING BUTT HINGES



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge

Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD
CLOTHES LINES
SOLID BRAIDED ROPE

SHADE CORD
MASONS' LINES
CHALK LINES

Send for catalogue and samples.

Samson Cordage Works

BOSTON, MASSACHUSETTS

ATLAS

10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles

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MADE IN THE UNITED STATES OF AMERICA
R P
WORCESTER, MASS.



MANUFACTURERS

WOOD SCREWS

MACHINE SCREWS

CAP SCREWS SET SCREWS

STOVE BOLTS

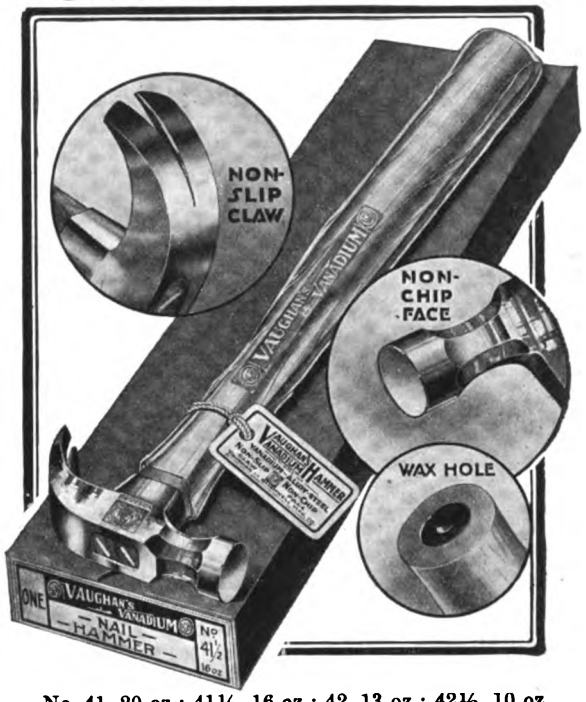
RIVETS BURRS

NUTS

REED & PRINCE MFG. CO.

WORCESTER, MASS., U. S. A.

Vaughan's Vanadium Nail Hammers



No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.
Retail Price, $2.00 each.

VAUGHAN & BUSHNELL MFG. CO., CHICAGO

"LENOX"

HACK SAWS BAND SAWS



AMERICAN SAW & MFG. CO. LENOX HACK SAWS SPRINGFIELD MASS. U.S.A.



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.



GARDENS — GARDENS — GARDENS

Never—were there so many people engaged in Gardening.

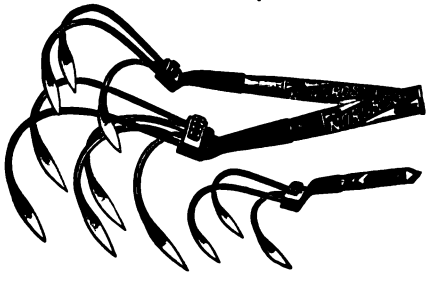
Increased production, is our Country's cry.

"NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."



C. S. NORCROSS & SONS

Manufacturers BUSHNELL, ILL., U. S. A

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"Every blow of the hammer refines the steel"

These are punches that sell themselves

Your mechanic customers will appreciate the quality of these Mayhew punches. Just set this attractive display of hand-forged, electrically tempered punches where customers can see and handle them. Your sales of punches will increase, and your list of permanent customers lengthen. One Mayhew tool sold means a user who desires other Mayhew tools.

At your jobber's—or

MAYHEW STEEL PRODUCTS, INC.
291 BROADWAY, NEW YORK

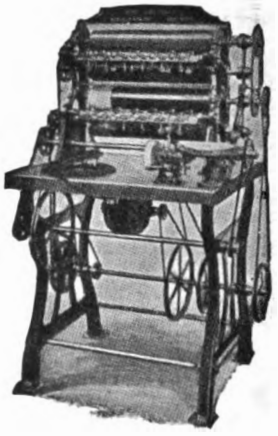
508 Mission Street, San Francisco
180 N. Market Street, Chicago

MAYHEW MADE TOOLS ARE RIGHT

Works Both Ways

"It's a poor rule that won't work both ways."

Heretofore when safety razor blades were scarce and hard to get—men kept having their "old blades" resharpened. Now that the blade situation is better many new customers are buying safety razors and blades. As soon as dull they take their blades to the dealer, who sharpens them with a



Hatfield Complete Sharpening Machine

Are you one of these dealers? Be one and sharpen all makes of safety razor blades on this wonderful machine.

A 12-blade Hatfield sharpens 12 blades (any make) and sharpens them perfectly in 5 minutes.

Hatfield machines are sharpening from 100 to 700 blades a day for many.

HYFIELD MFG. COMPANY
21 WALKER STREET NEW YORK CITY

"STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

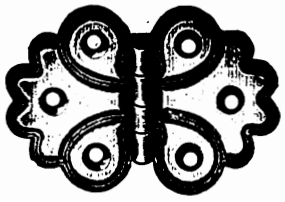
STAR EXPANSION BOLT CO.
Trade "SEBCO" Mark
STOCKS AT
147 Cedar Street, New York
120 West Lake Street, Chicago

EMBOSSED SURFACE HINGES

Fourteen different styles and sizes in

THE BRAINERD LINE

GOOD SELLERS



GOOD PROFIT

No. 1015

THE BRAINERD MFG. CO.
East Rochester, - - - N. Y., U. S. A.

Ohlen Saws

Columbus, Ohio

Western Branches
Portland, Ore. San Francisco

Standard for Sixty-Five Years

HARDWARE AGENTS WANTED



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus.
O. J. CHILDS CO., Utica, N. Y.

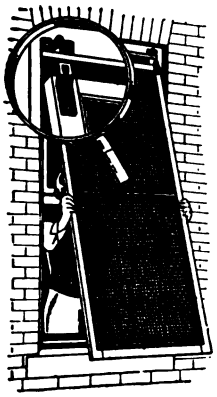
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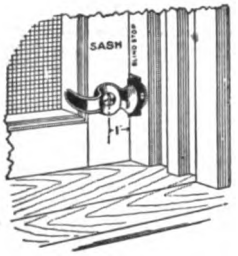
STIMPSON GROMMETS WASHERS

70 FRANKLIN AVE. BROOKLYN, NEW-YORK

Give Them PHENIX QUALITY

In Screen and Storm Sash Hangers and Fasteners





Phenix Storm Sash Hangers and Fasteners are simplest, handiest, easiest applied, most efficient—that's why they sell best. New improvements put them in a class of their own. Write today for Catalog showing full Phenix line. Samples free.

Sold by all leading jobbers of the Northwest.



No. 30 Fastener



No. 114 Hanger

PHENIX MFG. CO., 038 Center St., Milwaukee, Wis.

Sold by All

Leading Jobbing and Supply Houses

Buy a

SAMSON or ROWELL

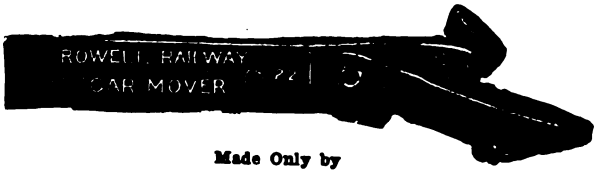
Railway Car Mover

And Have a

LITTLE SWITCH ENGINE

OF

YOUR OWN



Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

PRICE EACH, $5.00

BRIDGEPORT HARDWARE MFG. CORP.

BRIDGEPORT, CONN.

AUTOMOBILE TIRE TOOLS

MATCHLESS KNIFE HANDLES

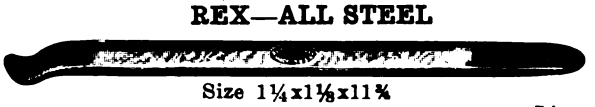


Length 11½ inches. List.

No. 38 Polished Ends.....$6.00 doz.
No. 39 Full Polished.....$9.00 doz.

C. W. GAUSE CO., Western Sales Agents, 693 Mission St., San Francisco, Cal.

REX—ALL STEEL



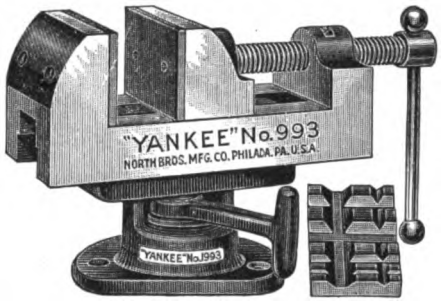
Size 1¼x1⅛x11¾

List.

No. 154 Blued Polished Ends.....$4.00 doz.
No. 1154 ALL Bright .....$3.00 "

J. C. McCARTY & CO., Eastern Sales Agents New York City

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"Yankee Vise" No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs, and all users of high grade labor saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

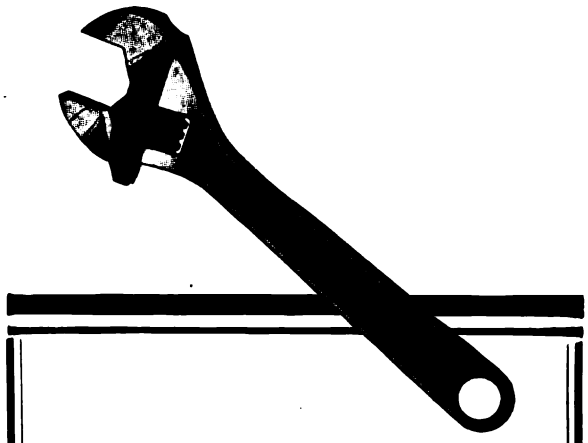
Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" Wide, 1⅞" Deep, Opening 3⅛", Base 7½" long.

YOUR JOBBER WILL SUPPLY YOU

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



Why mechanics like this wrench

Because it is correctly shaped to reach inaccessible places—

Because it has the feel and the balance that characterizes good tools—

Because it adjusts with the hand holding the wrench—

Because it bears the Crescent Guarantee.

Get them from your jobber.



Write for new catalog of Crescent Tools

CRESCENT TOOL CO.
Jamestown, N. Y.

Crescent
ADJUSTABLE WRENCH

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Stanley Tools



STANLEY "EVERLASTING" CHISELS

Blade, Shank and Head One Piece of Solid Steel

This not only insures great strength and durability, but enables the full power of the blow struck by a hammer or mallet to be transferred directly from the head to the cutting edge.

The Blade is forged from one end of the steel rod, the other end being upset to form the Head.

A leather washer (A) is placed between the head and the handle. This acts as a cushion, relieving the handle from shock when a blow is struck, thus preventing same from splitting. A Brass Ring (B) is driven into the large end of the handle, providing an additional safeguard.

The illustration shows the general construction of all "Everlasting" Chisels.

A Line that will attract attention

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



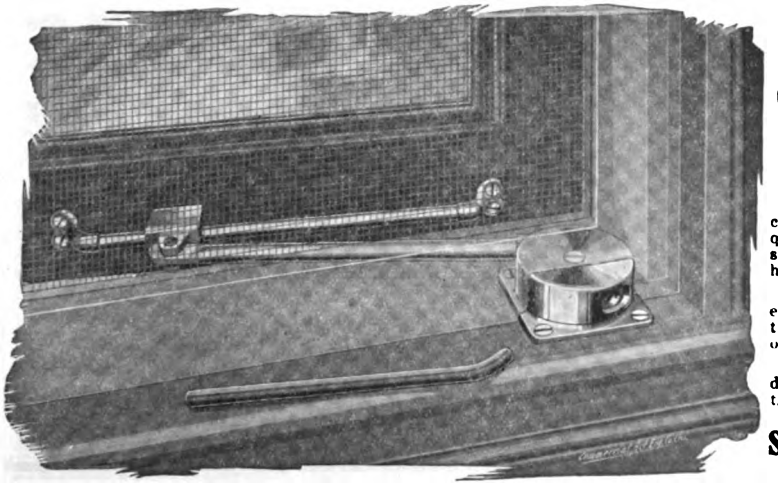
Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface.

It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. **Supplied in Sets** **Write for Catalogue**



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
136 W. Lake Street, Chicago

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STOVES AND RANGES

WILL SOON BE IN DAILY DEMAND

We can supply you with the **coal saving, serviceable kind,** priced right and up to date in design.

Our Stock of FALL and WINTER Specialties Is Complete and Embraces

STOVE PIPE AND ELBOWS
STOVE BOARDS AND COAL HODS
MEAT AND FOOD CHOPPERS
COFFEE MILLS
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INCANDESCENT LAMPS
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ICE SKATES AND SKIS

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STEEL AND WOOD EXPRESS WAGONS
DRIVING GLOVES
AUTO HEATERS AND FOOT WARMERS
TIRE CHAINS
RADIATOR AND ENGINE COVERS
TRICYCLES AND VELOCIPEDES
FOOT BALLS AND STRIKING BAGS

BASKET BALLS AND GYMNASIUM GOODS
AND "**HARDWEAR BRAND**" Harness, Saddles and Horse Collars

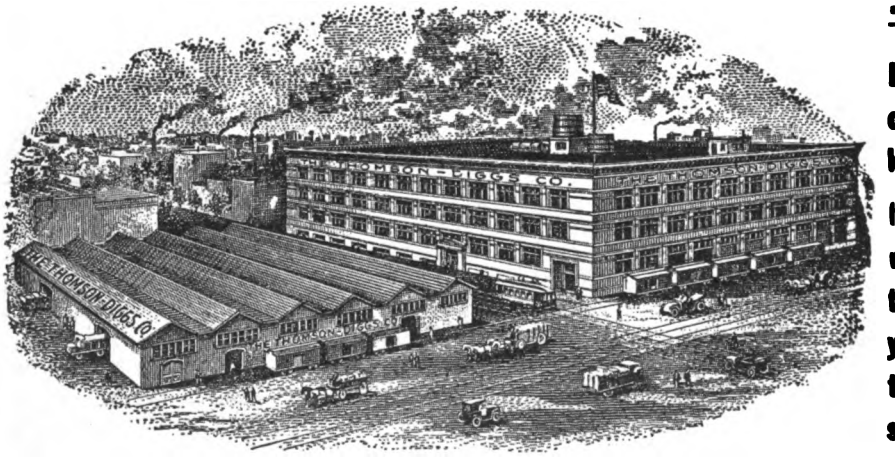
SALT LAKE CITY, UTAH

The Salt Lake Hardware Co.

POCATELLO, IDAHO

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

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Established 

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THE

GENUINE

Hildebrandt Spinners

and Flies

MADE ONLY BY

The John J. Hildebrandt Co.

Logansport, Indiana
Portland, Oregon

SEE THEM AT YOUR DEALERS

HONEYMAN HARDWARE CO.

Ninth and Hoyt Streets
Fourth and Alder Streets

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Winchester and Remington
SHOT GUNS, RIFLES AND CARBINES

Selby Black Loaded Shells
WINCHESTER, REMINGTON AND U. S.
METALLIC AMMUNITION

Hunters' and Campers' Equipment
in Tents, Folding Cots, Chairs,
Tables, Stools, Chairs, Stoves, etc.
Pneumatic Air Mattresses,
American Gasoline Stoves.

Outing Clothing
in Aladdin, Dux-Bak and Kamp-it.
Qualities for Men and Women.

High-Grade Fishing Tackle

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Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER
Hardware Company

Spokane, Washington

WHOLESALE

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Monarch Ranges
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Prompt, Courteous Service

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Hercules Cold Solder

Guaranteed to mend Holes, Cracks or Leaks in any kind of Metals, Aluminum, Granite Ware, Tin, Galvanized Ware, Brass, Iron, Lead, Gas, Steam and Water Pipes. Will make pipe joints tight and stop leaks and cracks in Cylinders, Gas Tanks and Automobile Radiators.

It is a necessity that you should supply.

Order a carton from your jobber. If he cannot supply you, write, giving his name.

FREIDEN MFG. CO.
FACTORY, SAN DIEGO, CALIFORNIA

TOOLS



A few mechanics' tools along with other hardware from a local jobber keeps the INVESTMENT down and SALES possibilities up.

Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH
Wholesale Only

H-W-1

NEW HAVEN SLUMBER STOPPER

ONE DAY ALARM

With Radium Dial and Hands

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.



Height ...5¾ inches
Dial .....3¾ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3¾ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

MORGAN & ALLEN CO.
150 Post Street, San Francisco, California

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE

HARDWARE

Pipe end Fittings	Sargent & Co.
Canton Steel	Builders' Hardware
Ammunition	Mill end Mining
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HAMMOND LUMBER COMPANY

WHOLESALE HARDWARE

SPECIALIZING IN BUILDERS' HARDWARE

Sargents Locks and Hardware,
Nails, Bolts and Barbed Wire,
Beaver Board, Plaster Board,
Upson Board.

Galvanized and Painted Corrugated Iron,
Northwestern Expanded Metal Lath.
Composition Roofings, Screen Cloth,
Netting.

Full and complete lines of these materials stocked in carload quantities. We solicit your inquiries

Offices and Warehouses, Twentieth and Alameda Streets Los Angeles, California

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H. ROTH & SONS

SPECIALTY

HARDWARE JOBBERS

We Carry

Sargent's Locks

and

Shelf Hardware

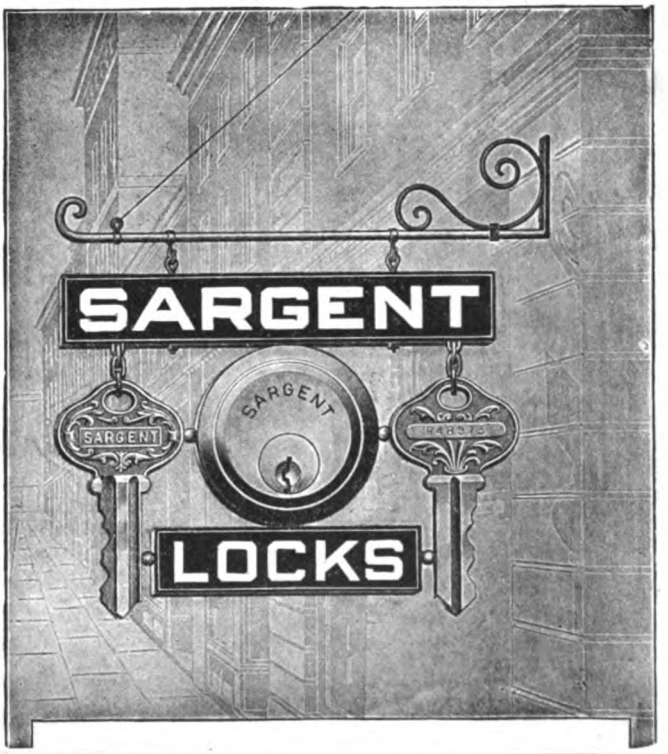
Every hardware merchant is familiar with **Sargent Packages**

They are uniform — the goods are nicely wrap'd and of superior quality.

"Try Us First"

H. ROTH & SONS

Specialty Hardware Jobbers
942-944-946 Mission St.
San Francisco, Cal.



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Ferrostat Non-Breakable Vacuum Bottles



FERROSTAT is the only non-breakable Vacuum Bottle on the market, being made with solid welded steel vacuum walls. It is enormously stronger than any Vacuum Bottle made.

FERROSTAT is the first highly finished Vacuum Bottle to entirely do away with the glass walled "Filler" or Container, that was before now considered essential to retaining the vacuum, but well known to be extremely fragile.

FERROSTAT has a highly glazed and flexible enamel metal container fused to the steel shell covering, and therefore is as sanitary as glass, with no sacrifice of strength.



FERROSTAT Vacuum Bottle will give you the best service obtainable. It is always "on the job" and unbroken when you most need it for use. Being indestructible, it is particularly useful for automobilists, as it is not affected by the jar incident to traveling in that manner.

The two-quart size Ferrostat has created almost a sensation, because so many people in hunting, fishing and touring, wanted a larger bottle than the quart and the Ferrostat is the only Vacuum bottle made in this size.



Wiss Shears

The dealer who sells Wiss products, has not only behind the name, an experience of almost 70 years devoted solely to the making of fine cutlery, but an absolute guarantee of perfect material and workmanship.

We have a complete line of these goods in Tinners' Snips, Trimmers, Barbers' Shears and Scissors for all purposes.

Dunham, Carrigan & Hayden Company

Wholesale Distributors for Northern and Central California.
of Ferrostat Bottles and Wiss Shears

San Francisco, Cal., U. S. A.

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A Few of Our Specialties in Keeping With the Above

G & J Tires

Glareless Lens

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For the Kiddies
An "All the Year Round Line"

Tungsten Spark Plugs

Security Field Fence

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Stiletto Cutlery and Tools

America, Crown & Adlake Bicycles

We conscientiously recommend the above named Specialties to our Friends

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BAKER, HAMILTON & PACIFIC COMPANY

SAN FRANCISCO, CAL.

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FIRE SET
No. 847

PREPARE FOR WINTER

WE SOLICIT YOUR

IMPORT ORDER

FOR

FIREPLACE ACCESSORIES

MANGRUM & OTTER, Inc.

San Francisco



ANDIRON
No. 1709



THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

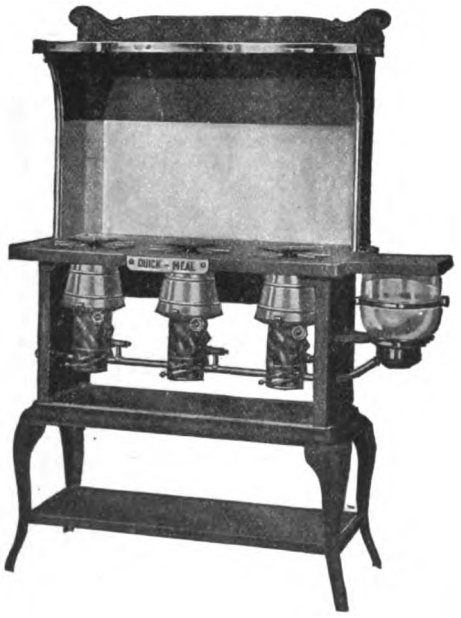
"ANSONIA" NAIL CLIP 15 CENTS

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.



Write

H. C. COOK CO. - ANSONIA, CONNECTICUT



"QUICK MEAL" Oil Stoves

Have proven themselves to be the best.

That is why there are so many more of them sold than others.

Write and Secure Agency

RINGEN STOVE COMPANY Division of American Stove Company

C. H. SCHIECK, *Pacific Coast Agent*

715 INDIANA STREET, NEAR 19th - - SAN FRANCISCO, CALIFORNIA

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1919 N. R. A. .22 CAL. COMPETITIONS

Like the Contests of previous years, result in victories for users of

Peters AMMUNITION

(The Original and only SEMI-SMOKELESS)

HIGH INDIVIDUAL SCORE 1999 x 2000

by Capt. T. K. LEE, of Birmingham, Ala. Keeping pace with his previous scores—WORLD'S RECORDS—4599 out of a possible 4600, and 2000 out of a possible 2000 points, all made with the (P) brand .22 Long Rifle Semi-Smokeless

INTER-MILITARY SCHOOL CHAMPIONSHIP

won by Culver Military Academy, Culver, Ind. Score 9832 x 10000, using Peters .22 Short Semi-Smokeless. This efficient shooting organization also annexed 2nd honors in the 1919 Astor Cup Match.

Semi-Smokeless Ammunition is an asset and a safe choice for any shooter who is jealous of his scores.

THE PETERS CARTRIDGE COMPANY - - Cincinnati, Ohio

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

Caldwell Sales Company

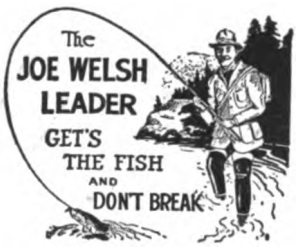
San Francisco, Cal. Seattle, Wash.

Manufacturers' Sales Agents for Quality Products

Hack Saw Blades	**Saw Frames**
Mechanics' Tools	**Expanding Reamers**
Hand Grinders	**Tap Wrenches**
Steel Balls	**Ball Bearings**
Steel Billets	**Garden Tools**

The Hardware Dealer who wants to add a paying line and make "big money" — and have lots o' enjoyment—puts in Outing and Fishing Goods. You sure will sell **JOE WELSH LEADERS** and the **"BLUE DEVIL."**





JOE WELSH
Pasadena, California
Distributor for
United States and Canada



GENUINE
HUNTER'S SIFTER

The Standard for a Quarter-Century

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO
Bender Street Hamilton, Ohio



WITH LANE PATENT AUTOMATIC LOCK TACKLE BLOCKS

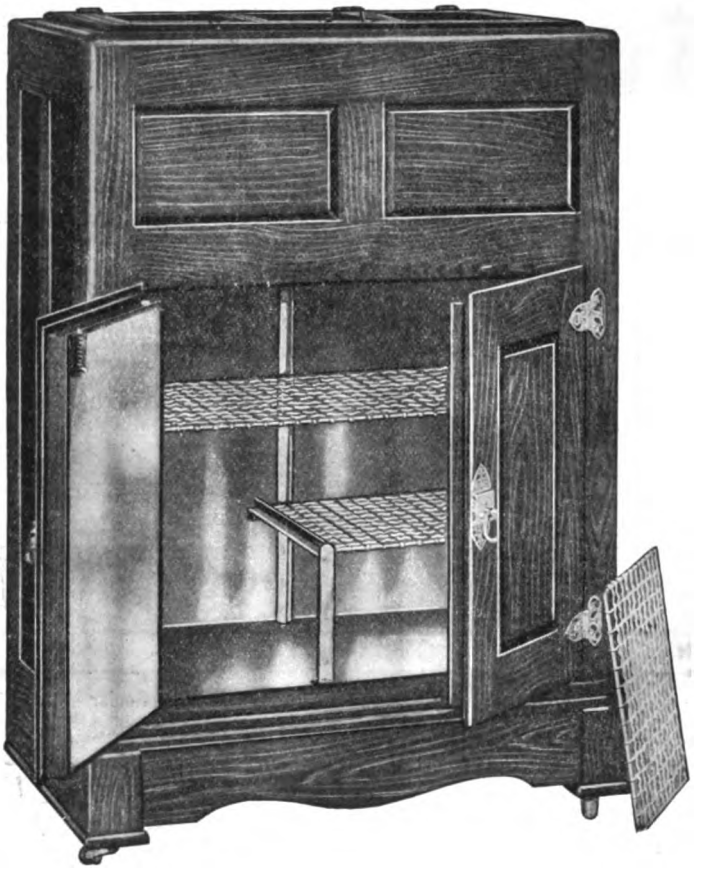
one man can do the work of two using the ordinary kind, for there is no "slip back"—it holds all you get—no tying of rope. Full load must first be taken on hauling rope before blocks release—this makes them safe. 46 Sizes.

Have you a Catalog?

LANE BROS. CO
River St. Poughkeepsie, N. Y.

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MONARCH DRY AIR REFRIGERATORS



The three prime factors in a good refrigerator should be perfect preservative results, with economy of ice; hygiene or cleanliness, and durability. These desirable features are ensured in the popular Monarch line by a strong circulation of dry air; well insulated walls with dead air spaces; removable metal air flues, waste pipes and traps, rendering all parts of the interior easily accessible for cleaning, and by honest materials and construction. Money expended on a so-called refrigerator built without regard to practical results, simply to sell at a low price, should not be considered by dealers and users who desire to avoid spoiled food and large ice bills.

The Monarch is an old-established and popular line, but new and up to date in modern features.

It comprises a complete variety of styles with ash and oak cases, lined with porcelain; galvanized steel, white enameled; bright tinned wire shelves, and attractive hardware.

Prices are moderate, and liberal stocks are carried by the jobbers.

UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

It Will Pay You to Send for Catalogue and Investigate

MONARCH REFRIGERATOR WORKS
BURLINGTON, VERMONT

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Genuine "Acme" Fry Pans and Spiders

Cost no more than imitation or inferior articles



But they Build Up Your Trade and Satisfy Your Customers

Insist on the

Genuine Acme

if you want ware of uniform and highest quality

Examine Samples of This Ware and prove it for yourselves



Sold by all First-Class Jobbers throughout the West

ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES

LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company

BROOKLYN, NEW YORK

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Faultless Caster Company

PACIFIC COAST REPRESENTATIVES
CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.

Evansville  Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"

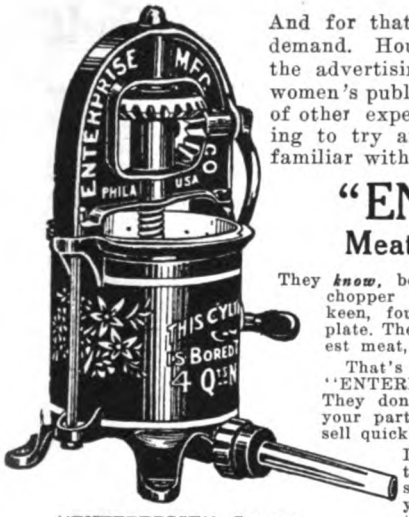


Full Size Plate 2-8

"Move the FAULTLESS Way"

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The Steel Knife and Plate Made This Chopper Famous



"ENTERPRISE" Sausage Stuffer and Lard Press. Always one of the best sellers in communities where the farmers raise their own hogs. Furnished in 2 to 8 qt. sizes: Japanned, $10 to $15; Tinned, $13.50 to $25.

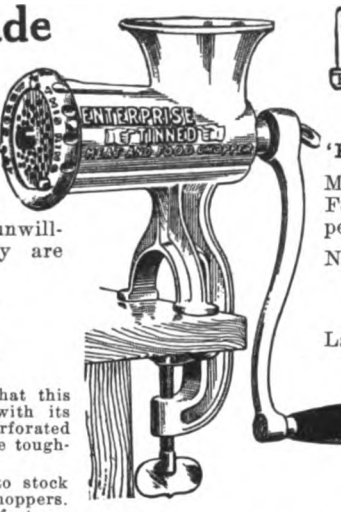
And for that reason, it is most in demand. Housewives, influenced by the advertising we have carried in women's publications, and by the advice of other experienced housekeepers, are unwilling to try any but the chopper they are familiar with—the

"ENTERPRISE"
Meat-and-Food Chopper

They *know*, beyond a question of doubt, what this chopper will do. They're familiar with its keen, four-bladed, steel knife and perforated plate. They know how it *shears* even the toughest meat, into tiny juicy bits.

That's why it's to your advantage to stock "ENTERPRISE" Meat-and-Food Choppers. They don't require a lot of selling effort on your part. They almost sell themselves—and sell quickly.

Don't underestimate the demand for this and the other "ENTERPRISE" specialty illustrated. Drop a line to your jobber today and be ready for the business that's coming.



ENTERPRISE

'Enterprise' Meat-and-Food Chopper—

No. 5, Family Size, $3.50

Larger Sizes $5.75 up.

"ENTERPRISE" Circulars, imprinted with your name and address, supplied on request.

THE ENTERPRISE MFG. CO. OF PA.

29 Murray St., New York.

Philadelphia, U. S. A.

77 O'Farrell St., San Francisco

A NEW CORCO PRODUCT

REG-U-S-PAT-OFF.

The FRIAR Line

OF

EXTRA HEAVY STEEL SKILLETS

SMOOTH **EVENLY POLISHED** **UNBREAKABLE**



MADE IN FIVE SIZES

No. SIZE	7 9 Inches	8 10 Inches	9 11 Inches	10 12 Inches	11 13 Inches

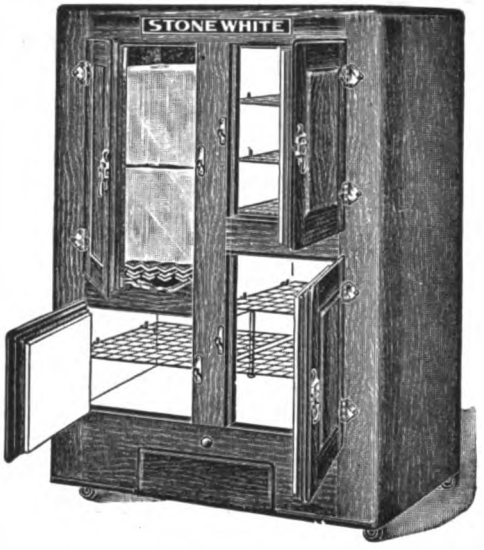
WHITAKER-GLESSNER COMPANY
Wheeling Corrugating Department

Main Office and Works, Wheeling, W. Va.

New York
Philadelphia
Chicago
Richmond
St. Louis
Chattanooga
Kansas City
Minneapolis

Digitized by Google

White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

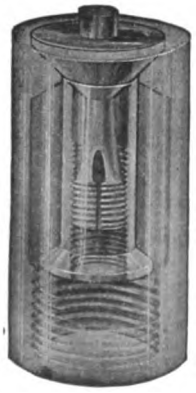
To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.

Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo.
Melbourne, Australia

POP UP LAWN SPRINKLER





Closed

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half-inch connections. Has 25′-0″ distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.
PITTSBURG VALVE & FITTING CO., Barberton, Ohio.
or
AUTOMATIC LAWN SPRINKLER CO.
209 Scott Bldg., Salt Lake City, Utah



Open

POP UP LAWN SPRINKLER

Digitized by Google

ALUMINUM

MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the *"REAL SOLID"* Line the most complete on the market.

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company

WOOSTER, OHIO

The only can and pail your trade knows by name and reputation



3 sizes Pail

Witt's Can and Pail, through long years of advertising, have become the standard of the country.

Every customer who comes into your store knows that Witt's outlasts two ordinary cans — knows that the Yellow Label means satisfaction guaranteed.

THE WITT CORNICE CO.
Cincinnati, Ohio

WITT'S CAN and PAIL

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Weil Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Sneller Bros. & Co.	San Francisco
M. Seller & Co.	Portland, Seattle, Spokane
Whiton Hdw. Co.	Seattle
Honeyman Hdw. Co.	Portland



4 sizes Can

SALES HELPS

To every dealer selling Witt's Can and Pail we will furnish free electrotypes for newspaper advertising, envelop stuffers, window and counter display cards, street car cards. Many dealers find that these helps increase their business.

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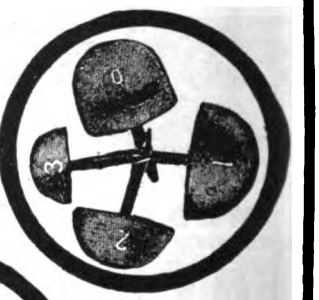
Stop! Look! Think!

OF THE GREAT PROFIT IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

consisting of the most salable and profitable sizes, viz:

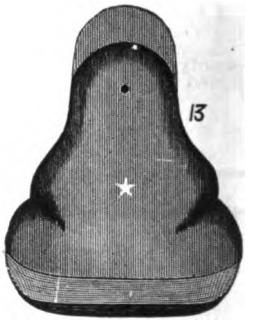
8 Gross Rubber Head Nails.
4 100/144 Gross Bumpers.
17 Doz. Slotted Screw Tips.
4 Doz. Wood Peg Tips.
3 Doz. Patent Rocking Chair Tips.
4 Doz. Stetson's Combination Cushion Chair Tips.











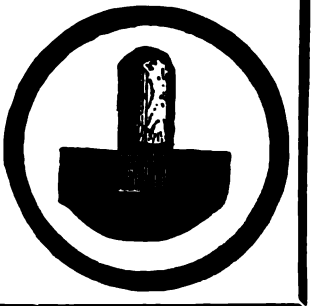


"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise, nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers—if pushed.

"Elastic" Chair Tips.
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!

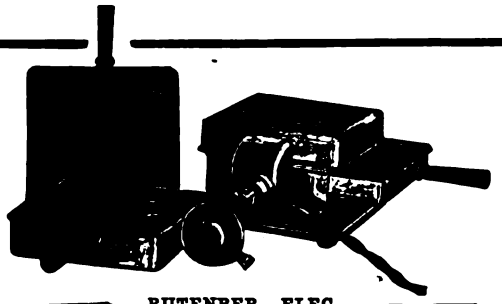


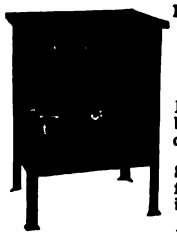
ELASTIC TIP CO.

370 Atlantic Ave.. Boston. Mass.

ELASTIC TIP CO., BOSTON, MASS.
Kindly send us full particulars and prices of "Elastic" Assortment."
Name.....
Address.....
Hardware World.

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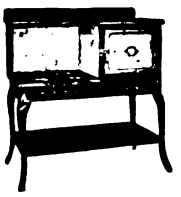


RUTENBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.



Furnished complete with all the necessary cooking utensils. Full nickel finished.





We manufacture a full line of Household Appliances.

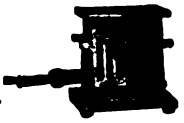
write for our complete Catalog and Trade Discounts.

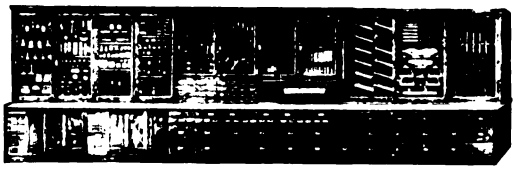




RUTENBER ELECTRIC CO.

Marion, Ind., U. S. A.





CUT YOUR SALES COSTS WITH

"DULUTH"

SECTIONAL HARDWARE STORE EQUIPMENT

Properly displayed goods makes selling easy. It saves the time of your clerks, reduces your expenses and increases your sales with minimum expenditure.

"Duluth" Sectional Hardware Store Equipment is not expensive and the initial outlay is soon paid for through the additional business it attracts to your store.

You should take advantage of our Free store planning service. Write for our new booklet, "Increasing Sales and Cutting Costs."

Makers of "Duluth" Sectional Hardware and Grocery Store Furniture.

Duluth Show Case Company

Duluth, Minnesota, U. S. A.

The New "Liberty" Postal Scale

A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—at the new 3c per ounce rate — as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale" — capacity two pounds. Finished in gold bronze or oxidized copper.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.

West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Ore.



Majestic Coal Chute

ADD to the volume of your business and bring yourself additional profit by recommending the Majestic in every foundation.

Features of the

MAJESTIC COAL CHUTE

—Prevents nicking and scarring of building sides and foundation by bounding coal lumps.
—Acts as a basement window when not in use.
—Automatically locks itself. Is burglar-proof.
—Cast semi-steel and boiler plate construction.
—Improves the looks of any foundation.

Write today for catalogue 12N and name of nearest jobber. Working drawings gladly furnished.

THE MAJESTIC COMPANY

1380 ERIE ST., HUNTINGTON, IND.

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Baldwin Circulation Proved

The above cut shows a Baldwin Dry Air Refrigerator with a wheel at bottom of storage room. The circulation is strong enough to turn the wheel at a rapid rate. No other make can turn a wheel placed in the bottom of the refrigerator. It proves that every inch of air in the refrigerator is in constant motion.

We furnish dealers with a refrigerator fitted with glass door and wheel as illustrated above. Placed in your show window it has strong advertising value and attracts cro[illegible]

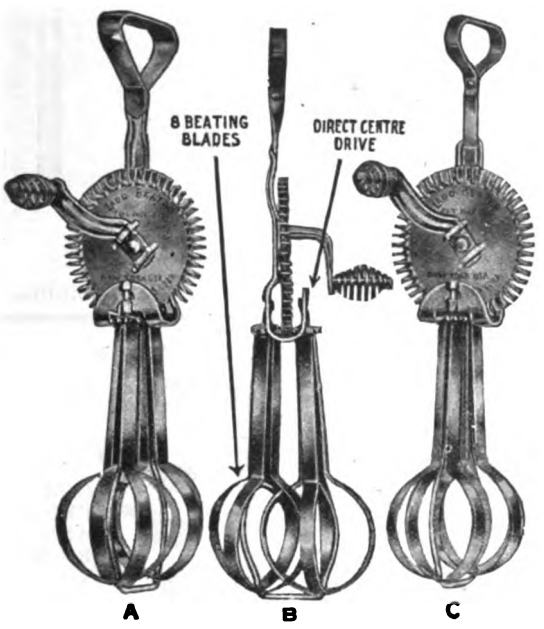
It's positive proof and very convincing. They "See the wheel go 'round." They see the Circulation.

The Baldwin Refrigerator Co.

Burlington, Vermont

Stock carried by HEYMAN-WEIL CO., San Francisco, Cal.

Digitized by Google



WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Telag'h Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
Turnbull & Cox, Inter State Trust Bldg., Denver, Col.
Strimple & Cox, Corbett Bldg., Portland, Oregon
Cooper & Cox, El Paso, Texas

Ladd All-Steel Beaters

3 SIZES

WE MEAN ALL-STEEL; no wood or cast-iron. Now, Mr. Buyer, let's talk sense. If you were to make a kitchen Beater yourself to sell, or for your wife, what metal would you use? ALL-STEEL, of course. Then you would nickel-plate it on copper over all to make a smooth surface, easily cleaned; a handsome article to give satisfaction. Never would you use cast-iron to gather dirt, rust and discharge it into mixture. Then why serve your customers with unsanitary, unsatisfactory knick-knacks? LADD'S ALONE are ALL-STEEL and perfect construction is theirs alone—none other. LOOK TO YOUR PROFITS: THESE ALONE PROVIDE THEM.

Three sizes cover every requirement.

No. 0 SMALLEST (NEW)

Most everybody handles. Begin RIGHT NOW

JOBBERS the world over and US.

United Royalties Corporation
1133 Broadway, New York

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*
El-an-Ge Enameled Ware
and
Pearl-Agate
Turquoise Enameled Ware

New York **Chicago** **Boston** **San Francisco**

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Our 18" (36X) combination Ratchet Extension Tap Wrench doing marine engine and auto repair jobs in 15 minutes which formerly took 8 to 10 hours.

Mr. Dealer:
Here Is a Big Money Maker!!

A Line of Guaranteed Tools that has already been introduced direct. Nationally advertised. Millions of users waiting for them. Help us to reach this vast virgin field.

Magnificent Display Boards, holding the Tools, are furnished free of charge.

Order through your Jobber or Direct

Write for Proposition

ALERT TOOL CO. **237-241 North 6th Street** **Philadelphia, Pa.**

COBBLER SETS



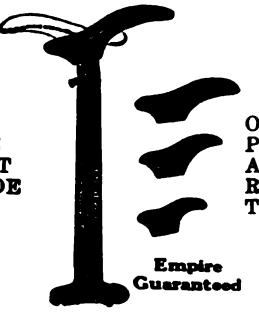
LEADER
The Right Kind for You to Handle

STAR HEEL PLATES



FAST SELLERS
MADE IN 7 SIZES

SHOE STANDS & LASTS



THE BEST MADE

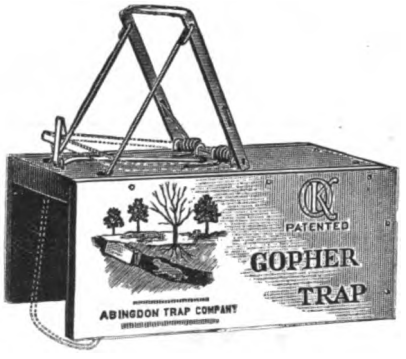
OUR PRICES ARE RIGHT, TOO.

Empire Guaranteed

WRITE FOR CATALOG NO. 15

STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. **Utah and Idaho**—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah.



EASY TO GET RID OF THE POCKET GOPHER WITH THE

O. K. GOPHER TRAP

SURE TO CATCH AND SURE TO HOLD

Manufactured by

The Abingdon Trap Co.

Abington, Illinois, U. S. A.

FOR SALE BY LEADING JOBBERS THROUGHOUT THE WEST



THE TRAP THAT TAKES THE GO OUT OF GOPHER

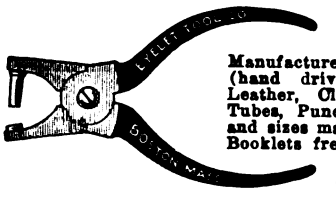
SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

J. SAND & SONS - Detroit, Michigan



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

40 Lincoln Street
BOSTON - MASS

BURNT IVORY BRAND

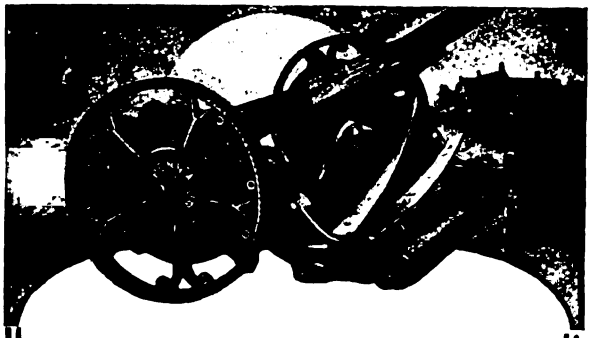
Second Growth Hickory Handles

Special attention given orders for hand made Axe, Pick, Sledge and Hammer Handles.



IVORY HANDLE COMPANY
Hope, Arkansas

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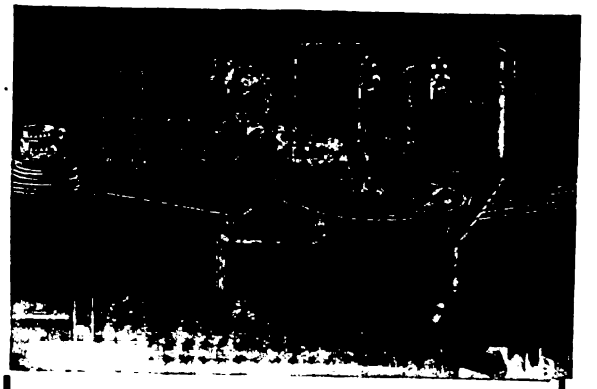
PENNSYLVANIA *"Quality"* Mowers help add to your reputation for selling quality hardware. They always make satisfied customers.

PENNSYLVA[illegible]MOWER WORKS
JOH[illegible]SONS
FOUNDED 1877 PHILADELPHIA

PENNSYLVANIA
Quality

Look for this mark on the handle of all "PENNSYLVANIA" Quality Mowers.

'Pennsylvania'
'Pennsylvania, Jr.'
'Pennsylvania Golf'
'Pennsylvania Putting Greens Mower'
'Continental'
'Great American B. B.'
'Shock Absorber'
'Quaker City'
'Red Cloud B. B.'
'Orchid B. B.'
'Daisy'
'New Belmont'
'Bellevue'
'Panama'
'Delta B. B.'
'Electra'
'Pennsylvania Pony'
'Pennsylvania Horse'
'Pennsylvania Grand Horse'
'Pennsylvania Trio Horse'
—86-inch



Used to Cut Twine, Paper Tape—To Scrape Pots and Pans, etc.—Often Left to Stand in Hot Water.

FOSTER BROTHERS' Kitchen Cutlery—with its properly tempered, balanced, ground and sharpened blades—its good, firm, well-riveted handles—is made to withstand hard service. Gives continued satisfaction even when mistreated.

Has never been equaled—Has an enviable reputation in households throughout the country. Adds to the dealer's profits and prestige — Insures rapid turnover.

Write for Catalogue No. 17 with descriptions, illustrations, prices, etc.

JOHN CHATILLON & SONS

Established 1835

85 Cliff Street New York City

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ALWAYS ON THE TRACK
AP
ALLITH-PROUTY COMPANY

Profitable Good Will

The good will of your customers is the measure of your business—and of your sales. Hardware dealers know that even a good product will be limited in sales unless the architect and the public know its merit.

Allith-Prouty Hardware

is known throughout the country wherever hardware is used—by the public, the architect and the dealers. "Satisfaction in Hardware," the slogan by which our products are commonly known, is based on simplicity of design, quality and service. This means that dealers can safely stock Allith-Prouty hardware.

You will find the Allith-Prouty line listed below; every item embraces a life-time of quality.

Door Hangers and Tracks
Fire Door Hardware
Garage Door Hardware
Overhead Carriers
Hardware Specialties
Spring Hinges
Rolling Ladders

Let us send you our general catalog, showing our complete line of hardware, or a special catalog on any of the lines in which you may be interested. Write us today.

ALLITH-PROUTY CO.

Hardware Manufacturers

Department 129

Danville - - - Illinois

CHAMPION

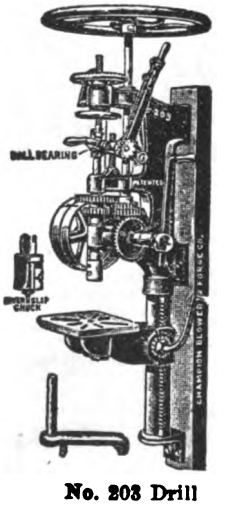
BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

Built for Service

Carried in Stock by all Leading Jobbers

Write for 365-Page Catalogue

THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania, U. S. A.

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Some More good Tools

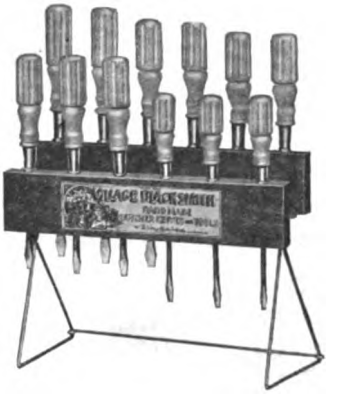
By The Village Blacksmith Folks

QUALITY

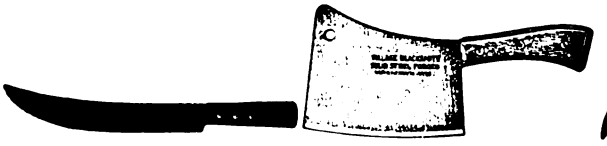


No. 1. King Assortment

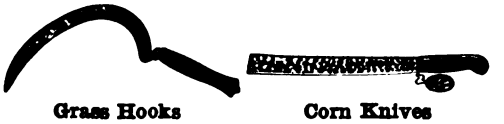
QUALITY



No. 2. Screw Driver Assortment



Knives Cleavers

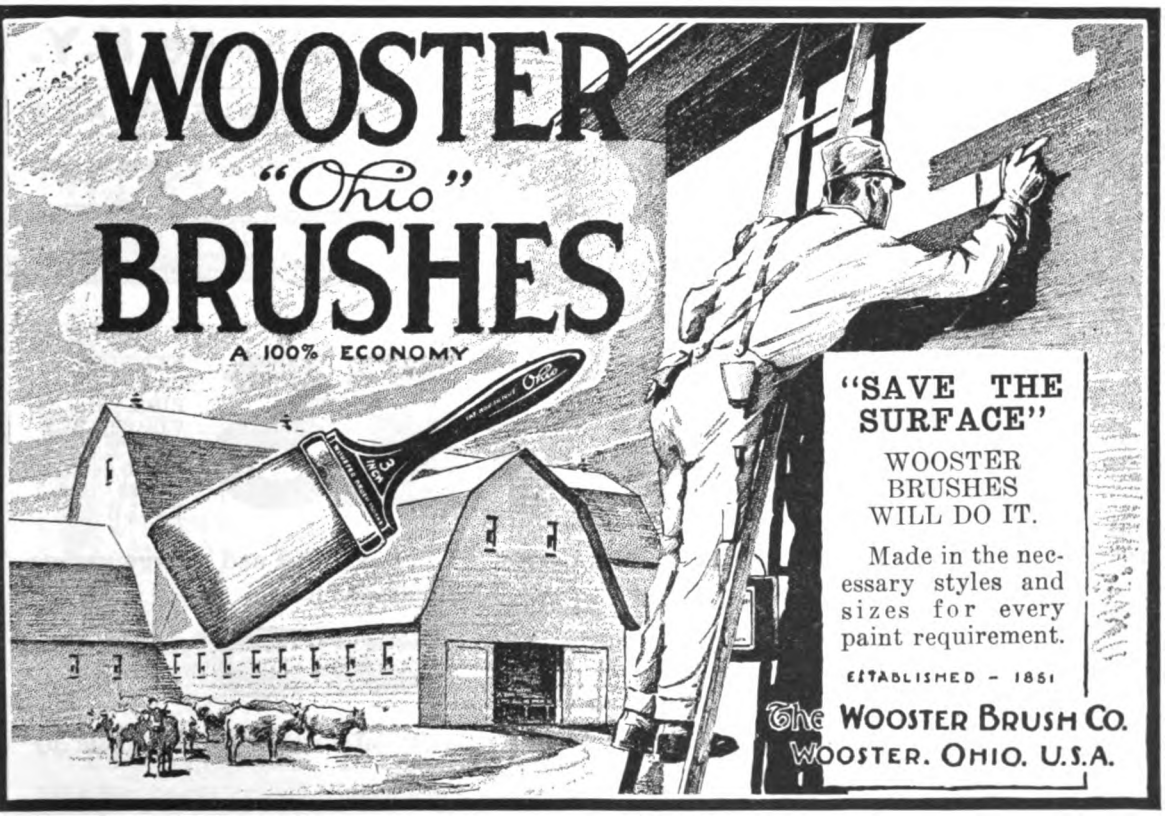


Grass Hooks Corn Knives

WASHINGTON CUTLERY CO., Watertown, Wis.

WOOSTER "Ohio" BRUSHES

A 100% ECONOMY



"SAVE THE SURFACE"

WOOSTER BRUSHES WILL DO IT.

Made in the necessary styles and sizes for every paint requirement.

ESTABLISHED - 1851

The WOOSTER BRUSH CO.
WOOSTER. OHIO. U.S.A.

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POCKET KNIVES
BUTCHER KNIVES
PARING KNIVES
RAZORS
RAZOR STROPS



SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE

California Stock Pattern

We specialize in Stock and Ranch Knives for the Western trade.

WESTERN STATES CUTLERY & MFG. CO.

Write for Samples and Prices Mfgrs. of Cutlery and Cutlery Products BOULDER, COLO.

IT'S "SOME GUN"
OUT SELLS
OUT SHOOTS
OUTLASTS
All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

BENJAMIN AIR RIFLE MFG. CO.
611 N. Broadway
ST. LOUIS - MISSOURI



"THE BENJAMIN"
A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

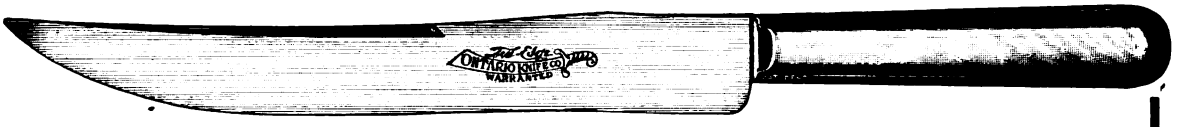
SALES PROFITS SATISFACTION

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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COLT'S FIREARMS





Full Steam Ahead Is the Order

on Colt Automatic Pistols and Colt Revolvers.

Orders are piling in and are being taken care of as quickly as possible.

To avoid delay and disappointment among your trade, get your needs recorded now for future deliveries.

Every sportsman, every camper, every householder, now wants a Colt. They will not be served with a second best. Satisfy them and add prestige to your store by selling the best—a Colt.

COLT'S PATENT FIRE ARMS MFG. CO.,
Hartford, Conn.

HOPPE'S NITRO POWDER SOLVENT No. 9



For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

FRANK A. HOPPE

2314 No. 8th St. Philadelphia, Pa.

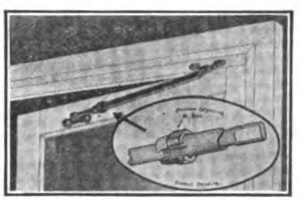
STEWART

Automatic Casement Sash Adjuster

For Hinged Sash

Swing In or Out Transoms

Pivoted Sash



Adjustable Friction

Only takes One-Inch Space

Write Your Jobber for Discounts
Simplest Automatic Sash Adjuster on Market

Stewart Mfg. Co., 1536 Franklin St., Oakland, Cal.

Your Prospective Customers

are listed in our Catalog of 99% guaranteed Mailing Lists. It also contains vital suggestions how to advertise and sell profitably by mail. Counts and prices given on 9000 different national Lists, covering all classes; for instance, Farmers, Noodle Mfrs., Hardware Dealers, Zinc Mines, etc. *This valuable reference book free.* Write for it.

Send Them Sales Letters

You can produce sales or inquiries with personal letters. Many concerns all over U. S. are profitably using Sales Letters we write. Send for *free* instructive booklet, "*Value of Sales Letters.*"

ROSS-GOULD Mailing Lists St. Louis

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HARDWARE & IMPLEMENT DEALERS

Reduce Your Fire Tax!

ONE 50% HALF

Place your Insurance in old, **Reliable** Companies that write **ONLY** on HARDWARE AND IMPLEMENT risks.

The Retail Hardware Mutual Fire Insurance Company of Minnesota

The Minnesota Implement Mutual Fire Insurance Company.

Licensed under the State Insurance Laws of California.

Indorsed by the following San Francisco firms:

JOHN DEERE PLOW COMPANY
PACIFIC IMPLEMENT COMPANY
OLIVER CHILLED PLOW WORKS

"Nothing Stronger in the Insurance World"

If you are not participating in the above saving and would like further knowledge of our plan, address

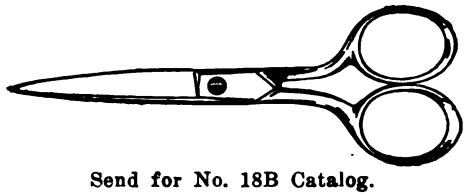
B. S. LONG, Special Agent,
698 Bush St., San Francisco, Cal.

"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments sell Scissors for dealers very quickly.



Send for No. 18B Catalog.

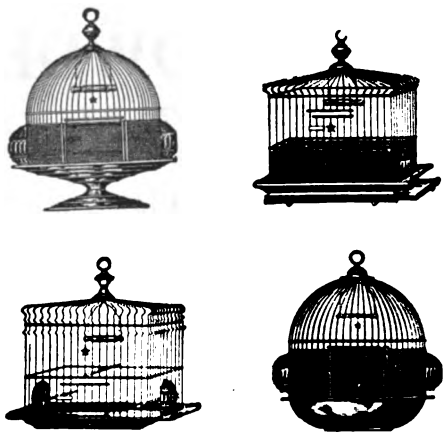
We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY
250 North Av., Bridgeport, Conn.

SALES AGENCIES IN
New York, Chicago, St. Louis, San Francisco, Los Angeles, Seattle, Salt Lake City, Denver, Minneapolis and Toronto.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York ***Established 1863***



Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

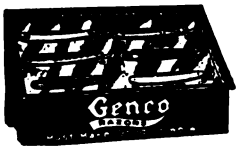
A. L. Conger Co., 731 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash. Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.

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Are you selling enough razors? We send you this handsome metal display case free with your first order of Genco Razors.

Write Today



GENEVA CUTLERY COMPANY
157 Gates Ave., Geneva, N. Y.
Largest manufacturers in the world of high grade razors

A cheap anvil may make a sale, but

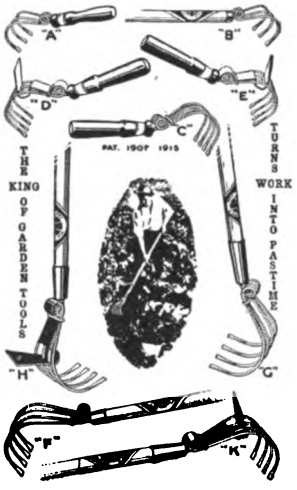
It takes **QUALITY** to make a customer

ARM *and* HAMMER
ANVILS

ARE CUSTOMER PRODUCERS

THE COLUMBUS ANVIL & FORGING CO.
COLUMBUS, OHIO, U. S. A.

REICHARD'S
Combination Spring-Tooth
Magic Weeder Hoes
SAVE TIME AND STRENGTH



Strong in construction, light in weight. Quick sales.

Styles and sizes for every requirement.

There is satisfaction and profit in handling the acknowledged "King of Garden Tools."

Send for Booklet and Prices.

Manufactured by
THE F. C. REICHARD MFG. CO.
Bangor, Pa., U. S. A.



They Put It Up to YOU

Boys all over the U. S. and in Canada are reading our attractive advertisements every month in twelve picked publications.

And each advertisement sends those boys to THEIR LOCAL DEALER'S to learn about the

Auto-Wheel Coaster
and the
Auto-Wheel Roadster

When a boy writes, we send him to our dealer. Is that dealer YOU?

There's a sales opportunity for you in every such visit. And one sale produces more—for we organize Auto-Wheel owners into clubs—offer them special inducements, keep them interested. They help you advertise your store. It's help like this that pays you.

Write for our terms.

THE BUFFALO SLED CO., Dept. A - N. Tonawanda, N. Y.

Factories: N. Tonawanda, N. Y., and Preston, Ont., Can.
New York Office, 108 Chambers St.
Seattle Office, 214 Maritime Bldg.
Johnson Sales Co.,
408 Wells-Fargo Bldg., San Francisco, selling agents for California, Colorado, Nevada, New Mexico and Arizona.



Most Brilliant Light in The World



More than 15,000 Dealers are selling Coleman Quick-Lite Lamps and Lanterns—the most improved match-lighting, gas generating portable lights on the market. Just use a match to light as with ordinary oil lamps.

More Light Than 20 Oil Lamps

Gives a brilliant, steady, white light of 300 candle power, brighter than the brightest electric light, safer than the safest oil lamp — cheaper than candles.

The **Coleman Quick-Lite**

The fastest selling line of gasoline lamps and lanterns on the market. Make and burn their own gas from common motor gasoline. No wick to trim — no globe to wash. No dirt, grease, smoke nor soot. Absolutely safe. Order from your jobber or write for catalog 36, addressing nearest office.

THE COLEMAN LAMP COMPANY
Largest Manufacturers of Portable Lamps in the World
WICHITA ST. PAUL TOLEDO DALLAS
LOS ANGELES CHICAGO

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Lasts Three or Four Times as Long

"Customers of mine claim that Toncan Metal has proven to easily stand in use three or four times as long as the same gauge steel."

So writes a Tinner who has had wide experience with Toncan Metal.

So could thousands of other tinners and dealers write of Toncan Metal; for Toncan Metal sheets and products have proven their worth under every condition of service.

In Toncan Metal modern science has been combined with care and attention to detail, to produce even better sheet metal than the sheet iron of our grandfathers' day, that gave such splendid service.

It will pay you to investigate this better sheet metal—write nearest distributor at once for quotations and a copy of the book, "Corrosion—The Cause—The Effect—The Remedy."

THE STARK ROLLING MILL CO. - Canton, Ohio

Coast Distributors

THE BERGER MFG. CO., OF CAL.
San Francisco—Los Angeles

HOLBROOK, MERRILL & STETSON
San Francisco—Los Angeles

THE FAILING-McCALMAN CO.,
Portland, Ore.

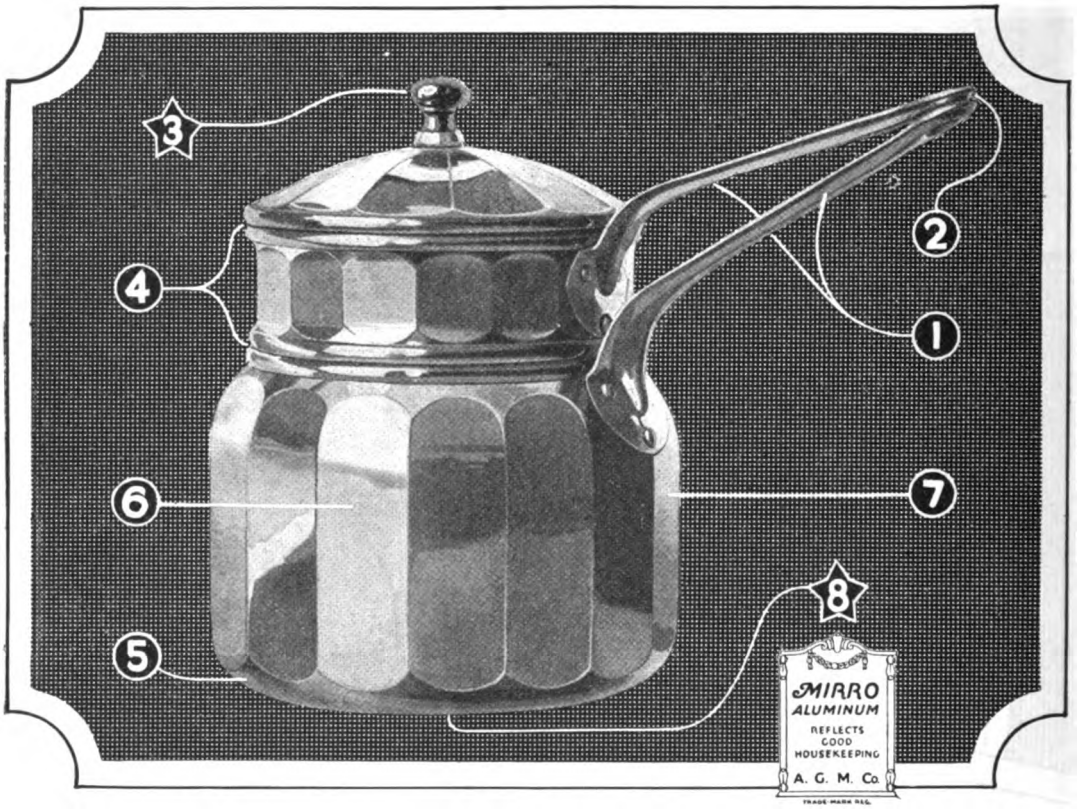
TONCAN METAL

Resists Corrosion

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A Happy Inspiration

Beauty is forever wedded to utility in this shining Mirro Double Boiler.

True art is in the design, true skill is in the making, and true aluminum is the metal with which it is wrought.

Like all Mirro utensils it is a real aid to better cooking, and a happy inspiration to Madame who cooks.

So durable, too. There is no wear-out to Mirro.

And as for *convenience!*

Out of the experience of a quarter of a century of better aluminum making has come the conveniences in this Mirro double boiler. Note them carefully.

(1) Hollow steel handles that insure comfortable handling. (2) Handles come together so that complete double boiler can be easily lifted with one hand.

☆(3) Rivetless, no-burn, ebonized knob, an exclusive Mirro feature. (4) Tightly rolled beads free from dirt-catching crevices.

(5) Rounded edges make cleaning easy and thorough. (6) Rich Colonial design.

(7) Famous Mirro finish. ☆(8) Famous Mirro trade-mark — stamped into the bottom of every Mirro utensil, and your guarantee of excellence throughout.

Best of all, Mirro Aluminum with its superb quality is sold at a price that is really moderate. At better stores everywhere.

Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

Dealers: Mirro Aluminum has become the recognized sales leader. Every sale means a dealer sale and a dealer profit. Write today for dealer catalog and interesting dealer data.

MIRRO ALUMINUM
Reflects Good Housekeeping

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Our Territory West of Denver

TINNED SPOONS

Knives and Forks
Child's Sets
Knife and Fork Sets

BUY IN CASE LOTS AND
BUY RIGHT

Let Us Send You Price Lists

H. J. GUTE & CO.
150 Post Street - - San Francisco, California

FACTORY REPRESENTATIVES

MANNING, BOWMAN & CO.,
Electrical Appliances.

VACUUM SPECIALTY CO.,
Hot-A-Kold Bottles

BENEDICT MFG. CO.,
Silverware, Casseroles

THE HANDEL CO.,
(Portable Electric Lamps)

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New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

60, 10, 10, 7½ & 2½.

Same as { 55, 20, 10, 7½ & 2½. / 50, 20, 10, 10, 7½ & 2½. / 40, 40, 10, 7½ & 2½. / 40, 35, 10, 10 & 7½. / 40, 33⅓, 10, 10, 7½ & 2½. / 40, 25, 20, 10, 7½ & 2½. / 37½, 30, 20, 10, 10, 7½ & 2½. / 35, 25, 20, 10, 10 & 7½. }

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2	00.58 44	12	03.50 65	22	06.42 86	32	09.35 06	42	12.27 27	52	15.19 48	62	18.11 69	72	21.03 89	82	23.96 10	92	26.88 31
3	00.87 66	13	03.79 87	23	06.72 08	33	09.64 28	43	12.56 49	53	15.48 70	63	18.40 91	73	21.33 11	83	24.25 32	93	27.17 53
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9	02.62 99	19	05.55 19	29	08.47 40	39	11.39 61	49	14.31 82	59	17.24 02	69	20.16 23	79	23.08 [illegible]	[illegible]	[illegible]	99	28.92 85
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60, 10, 10, 7½ & 5.

Same as { 55, 20, 10, 7½ & 5. / 52½, 20, 10, 10 & 7½. / 50, 20, 10, 10, 7½ & 5. / 40, 40, 10, 7½ & 5. / 40, 33⅓, 10, 10, 7½ & 5. / 40, 25, 20, 10, 7½ & 5. / 37½, 20, 20, 10, 10, 7½ & 5. / 33⅓, 33⅓, 25, 20, 10 }

1	00.28 47	11	03.13 19	21	05.97 90	31	08.82 62	41	11.67 33	51	14.52 05	61	17.36 76	71	20.21 48	81	23.06 19	91	25.90 91
2	00.56 94	12	03.41 66	22	06.26 37	32	09.11 09	42	11.95 80	52	14.80 52	62	17.65 23	72	20.49 95	82	23.34 66	92	26.19 38

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OTHER USEFUL TABLES

Net of One Dollar showing all discounts arranged numerically, with different ways given for their application.

Per Cent Profit. Tables for adding percentage, affording an accurate and rapid way of making prices with profit added.

U. S. Money Into Foreign Money and Reversed. Pounds, marks, francs, kronen, etc.

Numerical Arrangement of Figured Nets brings the different nets together numerically and increases the value of the other tables.

Twelfths of a Dozen or Gross. These tables, arranged on the plan of the Discount Tables, give the price of fractional parts of a dozen or gross.

600 Pages. Double Indexed. Size, 8 x 11 inches. Cloth. Price, $8.00, Including a Full Year's Subscription to the HARDWARE WORLD.

ADDRESS NEAREST OFFICE:

Phelan Building, San Francisco, Calif.

507 Pioneer Building, Seattle, Wash.

Hardware World

338 Taylor St., corner Tenth, Portland, Oregon.

204-207 Scott Building, Salt Lake City, Utah.

BOATMEN'S BANK BUILDING, ST. LOUIS, MO.

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AutoMatic Washer



FREE

To your customers

Two valuable Household Booklets—"Formulas for Soaps and Cleaning Compounds" and "Cleaning Hints."

Wringer Can't Sag

A special feature of the wringer is its exceedingly substantial mounting. The support, instead of being a bracket fastened to the tub, is a swinging crane supported by the floor of the steel bench, designed to carry many times the weight of the wringer. The wringer never sags, and that makes a hit with the woman.

First, Ask How We Help You Get Started

Before you do anything about a washing machine contract—before you decide on any detail—

First, ask us how we help you get started with Automatic-Electric Washers.

We have just printed a booklet that tells all about the Automatic Helps—ways in which we come into your territory at our own expense, and help you get started selling Automatics. It is the most liberal selling policy, we believe, in the industry.

Of course, you want a line of Electric Washers. Hardware Dealers everywhere are capturing this business, and it is growing faster than almost any other line. Some Retailers are selling more than 100 Automatics a year—partly because of their own aggressive selling methods, partly because of the merit and prestige of the Automatic and partly because of the way we turn in and help.

Write for full information.

Automatic Electric Washer Co. - 316 Third St., Newton, Iowa

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ROCK-A-BYE NURSERY SPECIALTIES

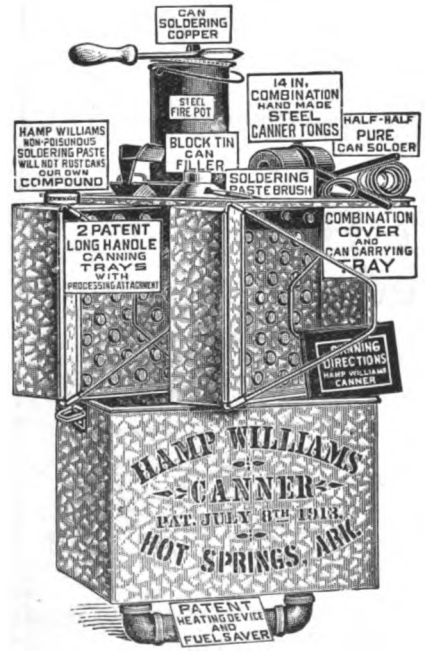


The universal appeal of the many items in the Rock-a-Bye line has developed nation-wide sales. Advertising has created a demand among the families *right in your trade.*

The Rock-a-Bye items that you see in your territory have probably been purchased from us direct. For many mothers write in for Rock-a-Bye products when they see our advertisements in national publications.

We prefer for our dealers to make these sales. You can reap the profit of this fast-selling line by tying up with our advertising — by displaying Rock-a-Bye Specialties in your windows, and letting your trade know that you carry them. *See Your Jobber or Write Us.*

PERFECTION MFG. CO.,
Dept. W Leffingwell and Montgomery Sts.,
ST. LOUIS, MO.



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only $14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.

Manufacturers HOT SPRINGS, ARKANSAS

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4 cars in ONE

THE UAJUSTIT CAR

Pat. July 3d, 1917

4 cars in ONE

This Car Cannot Tip Backward

The "Uajustit" Car is in a class by itself. Metal bearings, forged steel axles, powerful steering post and steel truss make it indestructible and fit for the roughest kind of usage.



You Adjust It to the Littlest Kiddie 15 Months Old



You Adjust It to the Little Kiddie 4 Years Old



You Adjust It to the Kiddie 7 Years Old



You Adjust It to the Boy 10 Years Old

THIS IS ONE CAR ADJUSTED TO FOUR SIZES---THE DEALER NEVER RUNS OUT OF SIZES

SIZES—

Height of No. 1 Adjustment, 9½ in.

Height of No. 2 Adjustment, 11 in.

Height of No. 3 Adjustment, 12½ in.

Height of No. 4 Adjustment, 13¾ in.

This car can be adjusted in a few seconds without tools.

FINISH—

Highest grade of two coat and auto enamel. Yellow body and red wheels.

CONSTRUCTION—

Metal bearings, forged steel axles, powerful steering post and steel truss, making it indestructible and fit for the roughest kind of usage. Will hold up 250 pounds and is the strongest child's car made.

SHIPPING WEIGHT AND DIMENSIONS—

Crated in boxes of 2 doz. cars knocked down. Size of crate, 30 in. wide, 19¾ in. high, 32¾ in. long. Weight, 194 lbs.

For Sale by America's Leading Hardware Jobbers

The Adjustable Sales Corporation
1040 Jay Street, Rochester, New York

W. H. WILBURN, 602 Williams Bldg., San Francisco, Cal.
Western Representative

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MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirts from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents GOTTSCHALK **Retails for 10 Cents**

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

MANUFACTURED BY

JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST. **PHILADELPHIA, PA.**

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

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PYRAMID SOLVENT



A New Source of Good Profit

Here is the new brother of 3-in-One Oil, put out to meet the growing demand for a high grade Nitro Solvent that won't injure firearms.

Practical gunners worked out this formula for PYRAMID SOLVENT. Then for over a year it was given the most exacting tests by experts in military and civil life. And PYRAMID measured up to every single requirement. Here is the consensus of expert opinion:

PYRAMID SOLVENT removes all residue of high-power smokeless and black powders perfectly and easily. Loosens metal fouling. Reduces the use of brass brush to the minimum. Contains no moisture and therefore can be left in guns and pistols without the slightest danger of damage.

Is PYRAMID going to sell? You know it will when you see the big PYRAMID ads now appearing in such leading Sportsmen's publications as

Field and Stream — National Sportsman — Forest and Stream
Outer's Book — Recreation — Outing
Outdoor Life — All Outdoors — American Field
Arms and The Man — Sportsman's Review

The ads in these prominent publications will tell the Pyramid Solvent story to practically every Shooter in the country. All you have to do to sell PYRAMID SOLVENT, and get the good profit, is to stock and show it. The retail price is 30c per can.

Pyramid Your Profits

THREE-IN-ONE OIL COMPANY
165 KZP Broadway, New York City.

C 212

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Queen Incubators
Built to Hatch Without Trouble

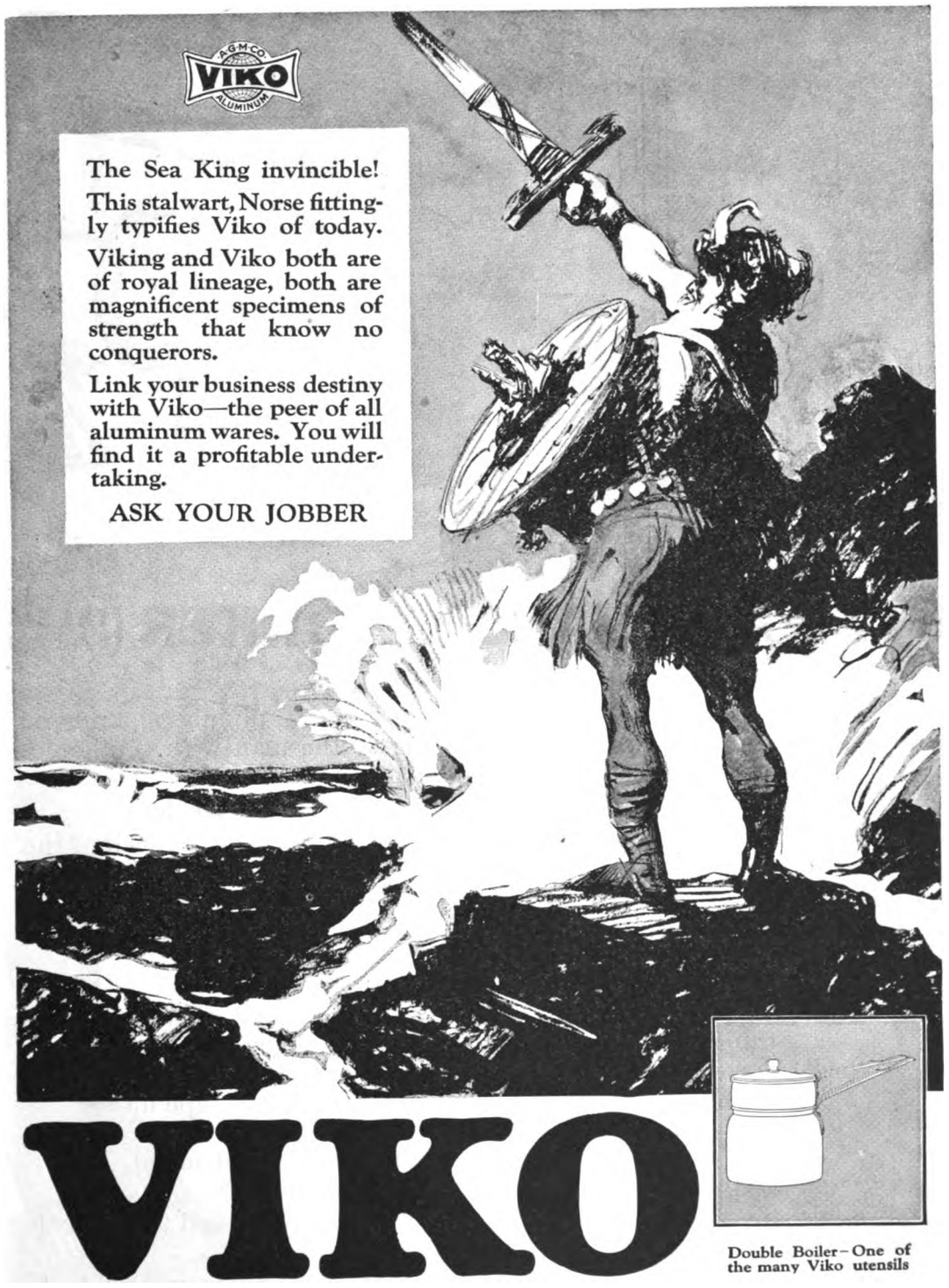


There is money in an Incubator Department, but it is absolutely necessary to handle a line of Incubators that satisfactorily deliver the chicks.

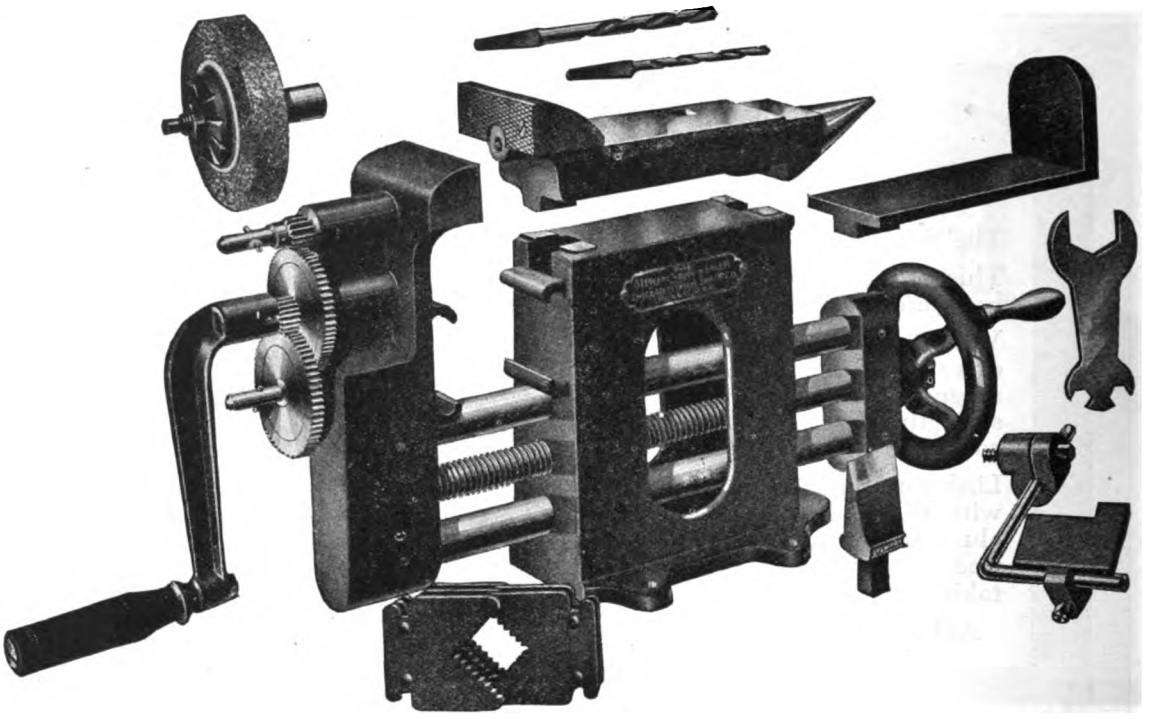
The Queen is known throughout America as a high-grade moderate-priced Incubator that hatches chicks that live and grow. Write us.

Queen Incubator Company
Lincoln, Nebraska

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STEWART HANDY-WORKER (THE BIG 6-in-1 Tool)

Sells on sight because the price is right.

Everyone needs it. Machinists, repairmen, plumbers, tinners, auto-owners or farmers—to say nothing of the man with the hobby of fixing things around the place, in his home repair shop.

A Speedy Turnover and Good Profits for the Dealer

The first real combination tool of its kind put within reach of the average customer.

Consists of:

1. A powerful VISE, with 4½ inch jaw, opening to 4½ inches.
2. Practical, two speed DRILL PRESS.
3. All round GRINDING OUTFIT for grinding anything from the kitchen knife to an axe or a scythe.
4. Powerful PIPE-VISE, just the thing for coupling, uncoupling or cutting, threading, etc., takes pipe up to 1½ inches diameter.
5. CUTTING HARDIE for cutting all sorts of metal.
6. A sturdy ANVIL, useful in a thousand ways.

Newspaper electrotypes and mailing folders furnished to aid dealers in pushing sales.

Sold direct or through jobbers. List price complete with all tools and attachments shown, $20.00 f. o. b. Chicago, with big discount to dealers. Weight 90 lbs. boxed.

CHICAGO FLEXIBLE SHAFT CO., 5604 Roosevelt Road, Chicago

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Did You See This Ad?







Patent No. 995,758 strictly enforced

—25,000,000 people will see it this month.

Think of it—25,000,000 customers of hardware stores—many of them *your own customers* who will come into your store and drop a dime into your hand for every package of Domes of Silence they take from the display box on your counter.

Get your share of this nice clean package business—be ready to sell as soon as your customers are ready to buy—and that is right now. Order from your jobber immediately.

We recommend for a start: special assortment A1 consisting of ¼ gross sets each of best selling sizes ⅞", ¾", ⅝", and ½"—packed in handsome colored display boxes ready to put on your counter.

Watch for Domes of Silence advertising which appears in

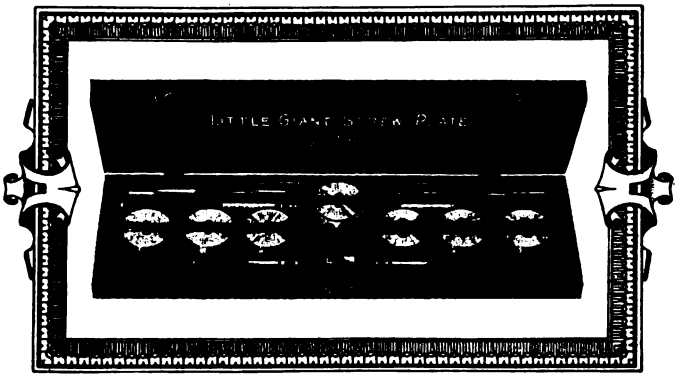
Saturday Evening Post
Literary Digest
Woman's Home Companion
Good Housekeeping
Red Book
House Beautiful
House & Garden
Country Life

HENRY W. PEABODY & CO.
17 State Street
New York City

Domes of Silence

"Better Than Casters"

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The price of good service

The man who sends his car to a repair shop wants two things—dependable work and quick work.

He wants results — not excuses; performance — not promise. Satisfied, he is a friend for life—a booster—the best advertisement that can be bought.

The price a shop pays to give a customer good service is often no more than the price of a

Look for the trademark

SCREW PLATE

These handy tools in a shop eliminate guesswork and make many repair jobs easy. They represent exactly the difference between "just ordinary" work and the best work that can be done. And the time and labor they save on the first few jobs will pay their cost many times over.

"LITTLE GIANT," "O. K.," "GREEN RIVER," "LIGHTNING."

The Screw Plates that save dollars.

Remember these names when customers ask for screw plates

GREENFIELD
TAP & DIE CORPORATION
Greenfield, Massachusetts, U.S.A.
World's Largest Manufacturers of Screw Cutting Tools

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CASTERS

FOR EVERY PURPOSE

"Gem" Roller Bearing Truck and Furniture Casters
"Harvard" Ball Bearing Casters
"Yale" Truck Casters
"Universal" Ball Bearing
"Universal" Oblong Plate

"Universal" Philadelphia Type
"Universal" Metallic Bedstead Casters
"Heron" Wool Wheel Hospital Bed Casters
Automobile Hardware
Furniture Trimmings

SOLE MANUFACTURERS OF "FELTOID" CASTERS



THE BASSICK COMPANY

General Office, Bridgeport, Connecticut

THE M. B. SCHENCK COMPANY Division
UNIVERSAL CASTER & FOUNDRY WORKS Division
THE BURNS & BASSICK COMPANY Division

PACIFIC COAST REPRESENTATIVE
EUGENE C. SAUL, Monadnock Building, San Francisco, Cal.

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Home Making Time

is the title of the window card with the illustration shown in reduced size above. The card is a very effective one and will attract the woman to your store. It will be sent to any dealer handling

1847 ROGERS BROS.

SILVERWARE

If you desire this card and other display material, write our Advertising Department, stating what patterns you carry, in order that suitable advertising material may be selected.

INTERNATIONAL SILVER CO., MERIDEN. CONN.

Pacific Coast Warerooms: 150 Post Street, San Francisco.

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PYREX can't absorb food odors—
PYREX has no seams or crevices to collect grease—
PYREX never rusts, dents, chips nor discolors—
PYREX never leaks—
PYREX saves fuel—
PYREX beautifies the table—
PYREX never grows old—

Memorize this and you'll sell a lot of PYREX

PYREX

TRANSPARENT OVEN DISHES

Save Pan Scouring

PRYEX is nationally advertised.

PYREX is guaranteed.

The leading manufacturers of metal mountings have adopted PYREX for their standard insets.

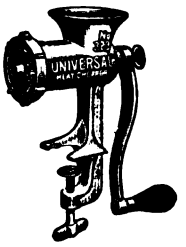
Jobbers handling housewares have complete stocks of PYREX.

A booklet "How to Sell More" will be posted to buyers and salespeople free on request.

Pyrex Sales Division
CORNING GLASS WORKS
World's Largest Makers of Technical Glass
555 Tioga Avenue, Corning, N. Y.



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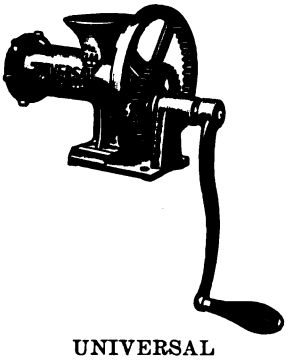
UNIVERSAL
MEAT CHOPPER
No. 323. Each $3.50



UNIVERSAL
MEAT CHOPPER
No. 331. Each $5.50



UNIVERSAL
MEAT CHOPPER
No. 305. Each $11.00



UNIVERSAL
MEAT CHOPPER
No. 344. Each $14.50

The Trade Mark known

UNIVERSAL

in Every Home

UNIVERSAL Meat Choppers

For Home and Farm Use

DEALERS!

SALABLE MERCHANDISE THAT WILL PLEASE YOUR CUSTOMERS AND TURN OVER A GOOD, QUICK PROFIT

When you see THE UNIVERSAL Trade Mark you know that you are getting full value. Secure a stock of these well advertised goods today from your jobber or write direct to us.

Landers, Frary & Clark
New Britain, Conn.

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"Poison! I might have taken it!"

BUT she doesn't take it because the little Ingersollite Locater glows in the dark and is a night-time danger signal. Prevents accidental taking of poison.

That's only one of the many uses for these little glow-at-nights that people put on light chains, key-holes, telephones, furniture—anything they want to find or avoid in the dark.

Ingersollite Locaters come in three styles—Pendant, Tack and Adhesive—coated with a substance containing real radium which insures a glow that lasts for years.

Locaters are needed in every room in every home—and our nation-wide advertising campaign is telling your customers of their many uses.

You can cash in on this advertising with the splendid display case shown at the right, which is sent free with a trial carton of 3 dozen each of Pendants, Tacks and Adhesives. Every order brings with it proofs of advertising and window card in color. Order the No. 3 E assortment today.

Robt. H. Ingersoll & Bro.

Makers of Ingersoll Radiolite Watches

315 FOURTH AVENUE NEW YORK

Chicago San Francisco Montreal

In the Light

In the Dark

Ingersollite Locaters

25¢ each

Ingersollite Locaters

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To cut down the cost per cut

A Matter of Teeth

The efficiency of a hack saw blade depends almost entirely upon the rake, the "set," and the pitch or number of teeth to the inch.

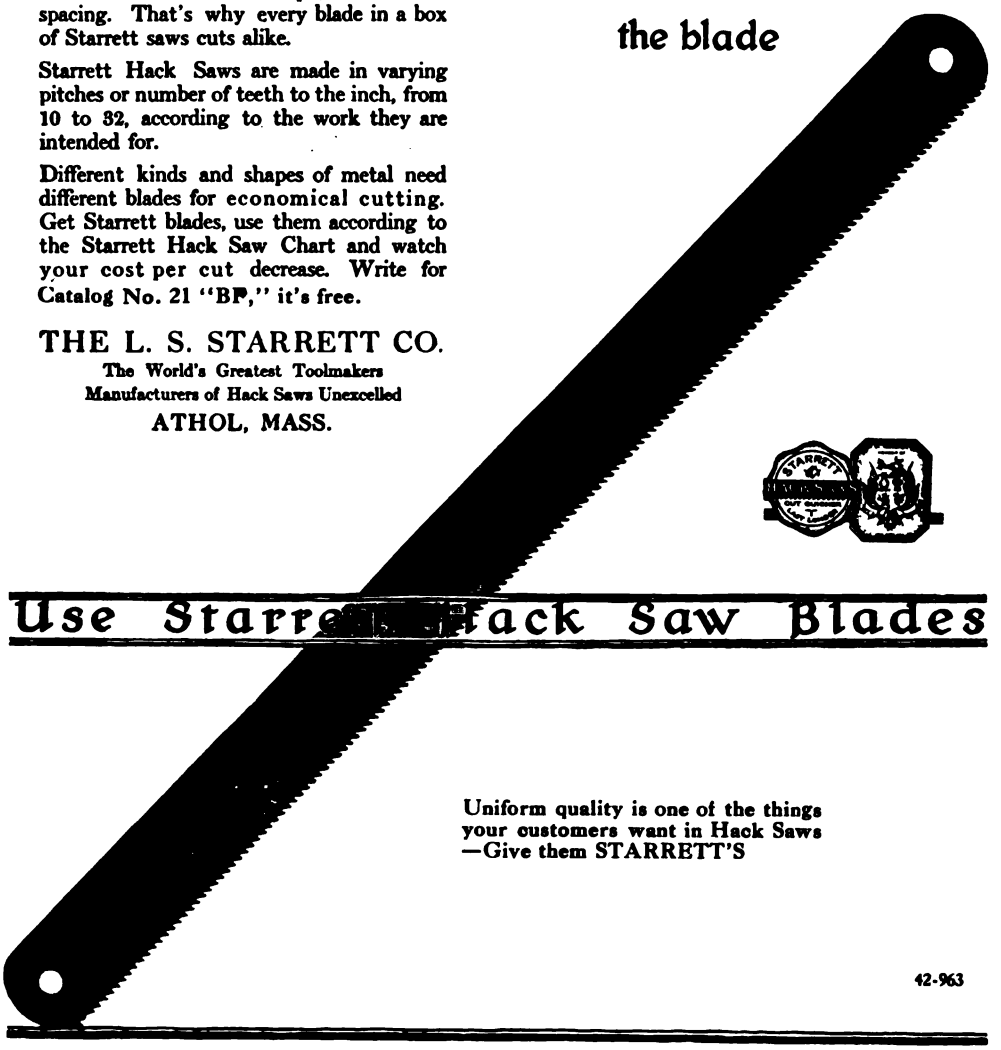
There's no overhanging "hook" to the teeth on a Starrett blade. With proper adjustment of weight or pressure, they'll cut just as fast on the last cut as on the first. The teeth are uniform in shape, "set" and spacing. That's why every blade in a box of Starrett saws cuts alike.

Starrett Hack Saws are made in varying pitches or number of teeth to the inch, from 10 to 32, according to the work they are intended for.

Different kinds and shapes of metal need different blades for economical cutting. Get Starrett blades, use them according to the Starrett Hack Saw Chart and watch your cost per cut decrease. Write for Catalog No. 21 "BP," it's free.

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

the blade



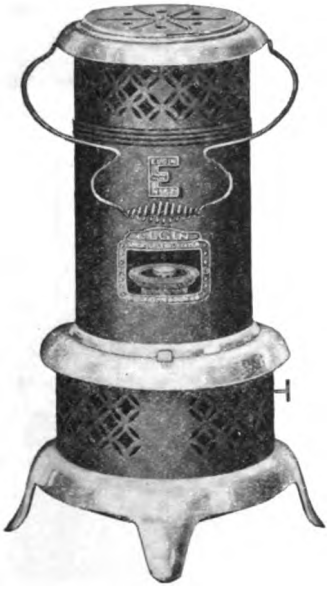
Use Starrett Hack Saw Blades

Uniform quality is one of the things your customers want in Hack Saws —Give them STARRETT'S

42-963

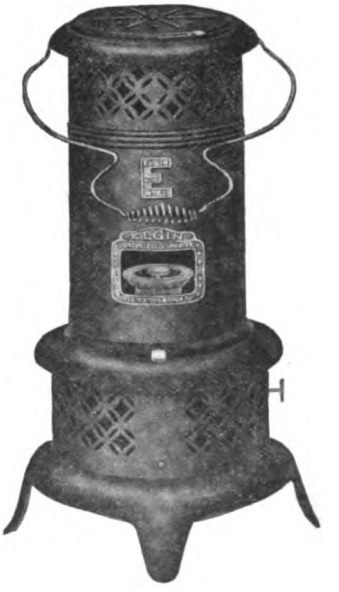
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Elgin "E" Smokeless Oil Heaters



Give an abundance of heat, will not smoke, are absolutely safe, and we positively guarantee them free from all defects in material and workmanship.

Made with polished steel or blue porcelain enamel drums, nickel or japan trim, solid brass or extra heavy leaded fount with brass wick tubes and burner. Standard wick.



We help you sell

the ELGIN "E" by furnishing counter folders with your imprint, window displays, newspaper electros and circularizing your mailing list.

ELGIN STOVE & OVEN CO., Elgin, Illinois

BEH & CO., *Eastern Distributors*
106 Franklin St., New York

UNION HARDWARE & WOODENWARE CO.
Pittsburg, Pa.

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Buy your traps in the new

VICTOR SELLING CASE

No extra charge



The Latest and Best Way to Sell Game Traps

THIS new display case sells traps for you. Customers can see, examine and select the traps they want without drawing on your valuable time. It makes no trouble for you—all you need do is to open the case as it comes from your jobber, and stand it in a conspicuous place in your store. Average contents, 23 dozen assorted traps.

May be had in any combination of the following:

7 Doz. Giants	7 Doz. *91 Victors	12 Doz. *0 Jump	7 Doz. *91 Jump
8 Doz. *1 Victors	5 Doz. *1½ Victors	7 Doz. 1 Jump	6 Doz. 91½ Jump
10 Doz. *0 Victors	5 Doz. *91½ Victors	6 Doz. 1½ Jump	

The case costs nothing. Ask your jobber for particulars.

ONEIDA COMMUNITY, Ltd. - - Oneida, N. Y.

Oldest and Largest Manufacturers of Game Traps in the World

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Hardware World

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Volume XIV SEPTEMBER :: 1919 Number 9

YOU CAN'T OVERWORK YOUR BRAIN

Don't be afraid of thinking too much. You can't. "The more the mind does," said William James, "the more it can do." A great doctor—Dr. Boris Sidis—recently said: "In all my practice as a physician dealing with nervous and mental diseases, I can say without hesitation that I have not met a single case of nervous or mental trouble caused by too much thinking or overstudy. What produces mental trouble is worry—emotional excitement—lack of interest in one's work."

So, don't be afraid. Think. Study. Plan. Train your mental powers. You cannot overwork the brain as long as you allow it time to recuperate.

It is worry that destroys the brain—worry and fear and bad feelings and mental idleness.

We may be satisfied in our own minds that we have no time for politics, but that's dead wrong. We must do our executive part as honest American citizens or cease to find fault with addle-pated, theoretical individuals who thrust crazy, ridiculous and burdensome legislation upon us. Join your trade organization. Get busy! Be public-spirited! Be satisfied that you are not just a deaf and dumb passenger on the steamship line. Qualify for leadership. Be an officer. Help guide her into the port of true freedom. No struggle is ever settled until it is settled right.

Take away from individuals incentive, inspiration, stimulus, initiative, intuition, desire and inclination to do things extra well, and this nation will never be great or mighty. If the national government will just content itself by keeping evil procedure out of industry, regulate industry so that it will not be harmful to the public good and then let business alone it will be doing that which will make this a great country — commercially, socially and otherwise.

A smile on the face is worth two in the mind.

HIGH WAGES

It is not enough to pay high wages. If all the workers in this country had their wages doubled, this would not help them unless at the same time their output is increased. If we raise wages without raising the output, what is the result? The prices go up, and the worker gets no benefit from the high wages. Workers are finding this out at the present time.

What does it matter to a worker if he gets twice as much money in his pay envelope, if he finds that he has to pay twice as much for everything at the grocer's shop?

So, the only way to benefit workers is by increasing the output. This keeps prices down. There can be no improvement, either for workers or employers, without increasing the output. No matter which way we look we cannot get away from the question of increased efficiency.

We are all called upon to make important decisions in life—and yet independent judgments are all but impossible. We are influenced by public opinion, either that which is generally accepted, or which is the result of a definite campaign. Authorities are marshalled to influence us. It is often necessary—absolutely necessary to rely on an expert—to seek the advice of someone of greater experience than ourselves and to take time for deliberation. Be satisfied you are right before you go ahead. Until you are sure you see the way clearly, wait until light comes. Never be shoved into making a decision to please anyone, or because for any reason the other fellow is urging haste.

We may well be satisfied that prices will never be back to before-the-war levels. Matters will adjust themselves in time, but some individuals will never catch the new stride and will continue to be out of step to the end of the chapter. Catch the stride or get out of the line of march. If you don't, you'll be a laughter and a hissing, and life will be mighty hard sledding.

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RECOMMENDATION OF THE FEDERAL TRADE COMMISSION SHOULD BE FOLLOWED UP

"In renewing its call upon Congress for the prompt passage of the Stephens Standard Price Bill, as amended, the Federal Trade Commission has shown a keen sense of the situation created by the Colgate decision of the Supreme Court," declared Edmond A. Whittier, secretary-treasurer of the American Fair Trade League, when questioned today.

"The commission's concluding words—"the interest of the consuming public in the enacting of such legislation is therefore more vital at this time than when recommendation was previously made'—are not only literally true, but are a most timely and helpful warning to legitimate business. From the moment the Colgate decision was handed down there has been an apparently systematic effort to create the impression that it solved the price cutting problem and made unnecessary the passage of any standard price legislation, which is only true as regards producers who sell no part of their product to wholesalers.

A Way to Avoid This

"The Colgate decision can only be effective in controlling retailers who buy directly from manufacturers. If a manufacturer sells to jobbers there is nothing to prevent the price-cutting retailer from securing goods through jobbers and continuing to snap his fingers at the manufacturer's stand price policy. The difficulties of manufacturers dealing exclusively with the jobbing trade are really increased by the decision because of the advantage which it gives to producers selling exclusively through retailers.

"Some large concerns which are sufficiently powerful to eliminate the jobber have now a selfish interest in opposing the passage of the Stephens bill, for the reason that the bill furnishes the machinery by which smaller manufacturers can secure the good will of distributors, wholesale and retail, and assure them a living profit.

"It is evident from the language of this second appeal to Congress for prompt action that the commission realizes the danger and evil effects of disturbances to regular channels of distribution so clearly threatened by this new situation.

"In offering to manufacturers," declared Mr. Whittier, in conclusion, "the tempting certainty of stabilizing their market by confining their distribution to retailers, the Colgate decision is a serious menace to every wholesaler, which can only be removed by the remedial legislation recommended by the Federal Trade Commission— the Stephens bill.

Who's boss? You or the business?

WHAT ARE YOUR DIMENSIONS?

How broad are you? Are you one-sided, many-sided, or lop-sided? How many different things do you take an active interest in? Outside of your work, how many matters engage your attention during a week?

Physical development is attained by exercise. The muscle that has nothing to do wastes away. A well-rounded character is developed by giving each side of your nature something to do.

Suppose you try out some of the following suggestions and see what happens:

When you leave the office forget your business. Yes, even a hardware man can do it. It may be hard at first, but sooner or later it will become a habit. "Worry is the most popular form of suicide," and besides, a well-balanced mind was never developed by centering the thoughts on one thing all the time.

Ride a hobby. Men of affairs, men whose names are seen in the papers, almost without exception, have hobbies.

Go to ball games and shows, by all means, but not so often that you become blase and over-critical. And try a lecture or something serious occasionally.

If you are married, have a home. Not just a place to sleep nights, to eat breakfast and dinner, and to entertain friends occasionally, but a house, if possible, with a lawn and a few flowers. You will be surprise to find how much more you will enjoy your dinner after pushing the lawn-mower around for twenty minutes.

To sum up the above suggestions, introduce as much variety into your life as possible and you will work with more zest, play with more relish, and your horizon will broaden in direct proportion as you widen your field of activities.

TOMORROW

However dull the trade may be,
  However small the sales,
Though all around your store you find
  No business-talking males;
Yea! Though you've letters full of bills,
  Your friends all full of sorrow;
Still hope and pray with happy heart,
  'Twill be a change tomorrow.

It certainly could be much worse
  And worst days have an end;
If customers don't call themselves,
  They telephone or send.
So should you feel just dull and blue
  And sad experiences borrow
Just say, "I'll bet all my old friends
  Will bring me trade tomorrow."

—Reeg, the Rhymer.

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Growing Strong Through Difficulty

"Don't throw your troubles away until you have squeezed the goodness out of them."

FEW OF US are accustomed to think of "troubles" as having any goodness in them at all. And yet when we look at the "troubles" of other people, we can be very philosophical and say, "It was a blessing in disguise." But when the trouble is our own, we are likely to think of it as nothing but a thorn in the flesh and seek to be rid of it and to throw it away as quickly as possible.

All of which reminds me of two business men of my acquaintance, located side by side in a small town. Business was fairly good and especially during that part of the year when a nearby college was in session.

One night the fire bells disturbed the sleep of the good folk of this small place and before the owners of the stores could reach their property it was too late to save a thing.

One man was a druggist of limited means and practically everything he had had gone up in flames. It was only covered by a 50 per cent insurance of the loss—and he was no longer young, but he did not sit down and weep and lament his hard luck. He figured it out this way. "Insurance premiums are very high in this little town because of the lack of fire protection and if I had paid high for the premium necessary to fully cover my property, I wouldn't be a dollar ahead, counting the interest on the money. So, all in all, I have nothing to regret!"

With that he dismissed the matter from mind, moved up to an old church, improvised fixtures out of packing boxes and to his astonishment began to do more business than ever before. He said to himself briefly, "Why, I'm nearer to the center of the population. I ought to have been here all the time. It took a fire to drive me out."

Help for Those Who Help Themselves

He did not have money to buy a block, but others seeing his optimism and courage, decided that he was too much of an asset to the town to be handicapped for a building, so he readily found a party to put up a building, much better placed and more adequate than the one destroyed by fire.

Business continued to come and people pointed to him as the man who stood by and dispensed medicine through an epidemic of the flu, in spite of a fearful handicap.

His neighbor simply said: "I am done for. There is no use to try to do business again. Every time I start, something happens. The Fates are against me. People are not loyal. No one is ready to come forward and back me. Some people are unlucky. I might as well go away, or give up!"

No wonder no one wanted to back a man like that, or put up a building for him—for what would be the use!

The father of two sons who went over seas to fight for the honor of the American flag today has but one son and that one blinded and crippled. It would seem as though there was no goodness left in a trouble like that, but being a wise man, he said:

"It is a great thing to be the father of two heroes. They were always good boys, and one as ready to do his duty as the other. How glad I am that my life is spared, that I may help the remaining one who is left to me through life. I had thought my work done, now that their mother is dead, but when I looked into the face of the boy who came back, I said to myself: 'John, it's up to you to show what sort of stuff you are made of. You must help to keep this brave lad cheerful and leave enough money behind that he will want for nothing.' That's why I'm taking more interest in business than ever before!"

It is a weakling who throws up his hands and says, "There is no silver lining to this cloud. No lesson to be learned in this trouble."

The strong man says, "Difficulties are the testing times of men. Trials prove whether the metal will ring true or not. I hope to prove that I am a man."

It is the part of wisdom to avoid trouble, but sometimes it comes to us through the acts of others. This trouble is easier to bear than if we have brought it on ourselves. Whichever way trouble comes, squeeze the goodness out of it—then forget it!

SWEETEST WORDS

(By Walt Mason)

"Inclosed find check!" The sweetest words that e'er outclassed the song of birds! How they allay the widow's fears, and dry the orphan's briny tears. When sad and tired and short of kale, a letter comes by morning mail; like other letters it appears, with postage stamps and inky smears. "No doubt," we sigh, "it's a dun; some frantic gent is after mon. These beastly bills we cannot pay, take all the sunshine from the day and make us wish that we were dead, with stacks of granite overhead." And then, with languid hands we tear the envelope to see what's there, and out there comes a note, by heck, with these brave words, "Inclosed find check." Ah, then we bid farewell to woe and like nine Brahma roosters crow, and to the soft drink joint repair, and buy a quart of soap suds there. The sun once more is cutting hay, the gloomy clouds are blown away, the world is glad that was a wreck, changed by the words, "Inclosed find check."

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MEN FAIL FROM LACK OF PURPOSE

"No wind can do him good who steers for no port."

Lack of clearly defined purpose has made many a man's life sterile and barren. And that word "purpose" is a cable made up of many strands, for purpose is not merely will-power; nor is it will-power fixed upon a certain achievement.

"Purpose" is made up of the twisted cords of earnestness, desire, persistence, principle, courage, vision and goal. In order to make a port, a captain must have a "purpose" of this kind or he will be a mere idler, subject to pleasant breezes and ruthless storms.

Not long ago a man who had failed to make good in business and who found himself without capital, opportunity or courage, was obliged to face the fact that he had wasted his life and was approaching sixty odd years without anything to turn to.

He burst out one day to his successful neighbor in these words:

"I must have been blind—stupid, stupid, stupid!

"When I was in school as a boy, my idea was to get through—someway, anyway. When I went to college I took a classical course—and then, when I finished, went into the wall-paper business. If I had had the brains of a flea, I would have decided on what I wanted to do and trained for that. There were courses in designing and applied art and mechanical drawing and all that sort of thing. My chum decided before he went to college to be a patent attorney, and he took in every opportunity to fit himself for his life work. Today he is a rich man, a leader in his life, because he was prepared.

"Men who were trained were advanced beyond me and I thought there was no use trying to study and catch up with them, and so they went on and I stalled. Then I went into the wall-paper business for myself, and because I wasn't an experienced decorator or a trained business man, I waited for business to hunt me up. The people who hunted me were my creditors, after awhile. I sold out and took a position, but I had no aim, no purpose beyond making both ends meet, and it took my energy to do that.

"Then I tried a partnership, but the other man was too smart for me, and he squeezed me out, I don't blame him. He decided I was a dub, and I reckon I am.

"I tell you, my boy will have a purpose in life, in business, in character, in career, if I can get him to listen to me. But perhaps he will not! I wouldn't listen to my father in my day."

The older man smoked thoughtfully.

"It's late," he said, "but not too late. Use your experience to guide you the rest of the way. 'No wind can do him good who steers for no port.' Perhaps, in having a purpose you can help your boy to have one, too. It means a heap sight more to say, 'Come on,' than to say 'Go on'!

"Try it and see! I know I'm right."

IS NATIONALISM SELFISH?

One United States Senator is reported to have said that he wants to see the United States perform its part in world affairs and does not wish to "carry his plea for nationalism to the point of selfishiness."

Is nationalism selfish? Have world affairs so altered in three years as to permit one American citizen to charge another with selfishness because he will not surrender nationalism? This is one of the charges frequently made by the defenders of the proposed covenant of the League of Nations against those who oppose its present form.

If nationalism is selfish, care for and defence of one's family is selfish. Self-interest is one of the most powerful attributes of humanity. It appeared at the beginning of things, developed as family and group life developed and finally emerged in its largest and most exalted form in national life.

Without this spirit of self-interest applied to the individual, the family and the nation there could be no progress, for it is an old-time saying that what is everybody's business is nobody's business, and that which belongs to everybody in common is of no particular value to anybody. Without the spirit of national self-interest there would be no law, no government, no protection to life and property. The culmination of nationalism is seen in the growth of governments and civilized institutions.

Nationalism is not selfish; on the contrary, it is the key to the strength which alone can make one nation helpful to other nations.

The doctrine of "Internationalism" is advocated by Socialists and Bolshevists and is destructive of everything for which America has stood.

—N. Y. Herald.

The American public seems to be suffering from money mania. It is a disease which can be classified as one of mental contagion. Everybody—that is, nearly everybody—is trying to out-charge the other fellow, so as to have a margin of profit—big profit—left. The result is like an auctioneer's cry—"Up, up, still going up—who'll bid a little higher?" Be satisfied to do well—very well, but be satisfied not to profiteer, which, when all is said and done, is to rob, and to rob is to steal. There is more truth than you imagine in that old saying. "What shall it profit a man if he gain the whole world and lose his own soul?"

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HELPS IN STORE MANAGEMENT

A manager of a very successful store has adopted a plan for getting odd jobs done about the store that has worked out most satisfactorily. Until he adopted this plan, he noticed as he went about the store little odd jobs that should be attended to—odd jobs as we call them, little things the clerks should do when not busily engaged with the more important details.

But if all clerks were busy at the time this job would slip his mind and consequently it was not done when it should have been, and as he did not spend all his time on the floor, other duties requiring his attention in the office, he was not always on hand when the clerks could possibly attend to these little jobs.

He has a box which is divided into two apartments fastened to the door-sill just outside his office door, and as he goes about the store he makes a note of things he finds that should be attended to on a card which he has provided especially for that purpose, and he drops this card in one of the apartments of this box. The clerks have been instructed regarding the purpose of this box and when they are not busily engaged in other work they should watch this box for things the manager wants done.

When the clerk starts to do the work as outlined on this card he removes the card from the box and when he has completed the task he signs his name to the card and returns it to the box and deposits it in the other apartment.

Through this plan this manager gets the odd jobs done without taxing his memory with them nor neither does he have to be on hand just at the moment the clerk is idle in order to have it done, and he is free to devote his time and attention to more important details.

By having the clerk sign the card when he has completed the job he can tell just which clerks are inclined to be willing to cooperate with the management. Some clerks are inclined to lay down on the job if the "boss" isn't watching them and let the more willing clerk do the work.

The clerks are unconscious of the part this little system plays in their promotion, yet this manager is rather inclined to favor the clerks who apparently find time to get more of these jobs done than the others and still keep their sale records equal with the rest. These jobs are not always the most desirable, and if a clerk is inclined to be a shirker he will keep busy at some trifling job until some other clerk has performed it.

Be interested, genuinely interested in whatever you do. And take a pride in finishing every undertaking in a thoroughly businesslike manner.

METHOD TO ENCOURAGE CLERKS TO INCREASE SALES RECORD

The proprietor of a large retail establishment has inaugurated a plan whereby he has stimulated a great interest among his clerks in an effort to beat their sales records. He has divided his salesforce in two teams, each team having an equal number of clerks and as evenly divided as possible. That is, he has used great care to see that one team does not have all the best salesmen.

Each Monday morning each clerk receives a card upon which is a record of their sales for each day of that week for the year previous and each clerk puts forth an effort to beat his own record.

As a special incentive this merchant offers a prize of $10 to be equally divided among the members of the winning team. As this merchant has ten salesmen, five on each team, this means an extra $2 a week to the members of the winning team. The only condition attached to the offer is that the total sales of the winning team must be greater than the total sales of its members for the corresponding period the year previous.

On the wall of his office this merchant has a chart upon which he enters the results of the previous day, giving the total sales of each member of the two teams, and the clerks may consult this chart each day to see how they are progressing.

This merchant reports that his clerks take a great interest in these contests and they have resulted in increasing his sales better than 25 per cent. And because the teams are so equally divided the prize goes back and forth, one week to one team and the next week to the other team and neither team has a sure thing of it, that it keeps their interest alive and the results are well worth the costs.

HABITS ARE STUBBORN

Habits are stubborn things. If we deaden our minds by feeding them trash, petty information, unimportant names, items which stunt their growth, it is a hard thing to overthrow these habits and establish those worth while.

On the other hand, if the muscles are trained to work with the head, the youth has a heritage that is priceless. It is of small consequence for a piano player to be able to read the score in music and to know the keys on the piano—that doesn't make a musician. It requires practice, practice, practice—hours and years of close, careful study, attention to directions and training of muscles until striking the right note becomes automatic.

Whatever the best may be, whatever we have done, whatever has been done before, let us improve upon it just a little.

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Co-operate, If You Would Succeed

"The Great and the Little Have Need of One Another"

THE PEOPLE of small affairs are very much inclined to look with curiosity and envy upon those whom fortune has favored. It is because of this that the Sunday supplements reek with the doings of the rich and those who have gained a position in the public eye. The average individual delights in reading what such people eat and wear and how they live. In fact, they are inclined to look upon the "great" as a class of beings somewhat apart from themselves, and they are always surprised and delighted when they find, when all is said and done, they are "just folks."

On the other hand, people with heavy responsibilities and many demands upon their time, are almost sure to look back with regretful eye to the time when they lived in a cottage, or were able to lie down and go to sleep without a burdening weight of anxiety and responsibility. Sometimes they, too, look upon the "little" or "average" citizen as a person of such limited horizon as to belong to an entirely different sphere. This is equally true in business and in social life, and yet the little and the great have continual need of each other.

This is the day of cooperation and mutual helpfulness. The war has taught us how thoroughly interdependent we are. The "small" man becomes broader and more capable through contact with men of large affairs, and the man of large affairs is made more appreciative of the struggles of his neighbors and more ready to work for wise legislation and fair conditions if he comes in frequent contact with his "little" neighbors.

Why Conventions Are Helpful

This is why conventions with their interchange of ideas, get-together meetings, with their good fellowship and comradery, and trade organizations prove such a means of growth to the large and small. The man who misses his opportunity in these directions is short-sighted, indeed. He is like the individual who used to cry from the pages of our old English composition, "I will be drowned and nobody shall help me."

View your business neighbor with interest, no matter whether he is "larger" or "smaller" than you. You can each gain and give by the right sort of team work. You will not need to watch long before you will find out what and how.

A case comes to mind of a certain large retail store which tried over a long period of time to create a sentiment in favor of a better town lighting system, adequately paved streets and good roads radiating out in different directions. It was not until the business men of the town, large and small, came together in a "Chamber of Commerce" that they were able to make the slightest impression upon the situation. Then they made short work of the improvements they wanted, and business was increased correspondingly for everybody.

In the same way, protective legislation can only be secured and pernicious rulings avoided, by all of the same or allied interests joining hands and working whole-heartedly in the right direction. Many times short-sighted and selfish individuals will ask, "What will I get out of it," or say, "I can't see where I shall be any better off by bothering my head and paying an annual tax. I have taxes enough now!"

It is true that such people are not likely to get much out of anything, for the self-seeking, the self-centered, and the selfish are very likely to gain little by even the best of association with others, and we rarely get more out of anything than we put into it, so, after all, it is up to the individual, but there is always a chance that the individual may get his eyes opened if he gets away from his own business long enough to get a clear perspective of the landscape.

We can learn something from everyone, large and small. Let us not be over-awed or over-scornful, but remember that large and small should be open-minded, self-respecting American citizens.

WORTH WHILE TO TRAIN AND DEVELOP YOUR CLERKS

Those stores throughout the country which show the most noticeable progress are those where proper consideration is shown clerks.

Your clerk is the most valuable asset in your business. He can bring you success or he can bring you failure.

Treat your clerks as partners and not simply employes. Confide in them. Be courteous and kind to them, thereby setting an example of the courtesy and consideration you wish them to show your customers.

Show them the fundamental principles of business and help them progress.

Attend your association meetings regularly and take your clerks with you. Oftentimes points are suggested which your clerks can use to splendid advantage in improving your business.

Let your clerks visit other stores and gain ideas how to improve the appearance of your store

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HUMAN NATURE IN A HARDWARE STORE SUGGESTIONS HOW TO TREAT THEM

There are as many brands of customers as of goods in the average hardware store. Here they come this morning; let us watch the procession, let us take note of human nature as it is displayed in a hardware store.

The growler. Here he comes! Should have a collar and license! Careful, now; his bark is worse than his bite.

Why, he is just like a New England chestnut burr, mighty prickly outside, but mighty satisfactory on the inside.

When he picks up an axe and grumblingly says: "Don't suppose it is worth a dime!" you just smile, and say, "Well, I think it is at least worth a Canadian dime."

If he says: "I shall probably bring this axe back in the morning," ask him if he would like to have you come down to the store extra early in order to not keep him waiting.

See the humorous side of the growling customer. It is better to be amused than to be angry—and then, you will live longer.

The man without decision — The customer without decision is a nightmare to the tactless clerk. There are customers who simply have no decision; it is up to you to decide for them. Do not blame the man without decision, pity instead—it is a terrible handicap in life. Do your best for him. Make his decisions for him so tactfully that he will say: "I have been up to Smith's selecting some hardware."

Always, always do your best for the man without decision—see that he gets the best in your store. He may be timid, he may speak few words, but chances are that he does an awful lot of thinking and that he has very decided likes and dislikes.

That class of folks come back to trade where they get human treatment just as surely as the sun rises and sets.

The man who knows it all—Tongue between your teeth—no advice wanted! He is a second Solomon! He knows all about your stock! Show him?—not much! He tells you what he wants and looks at you in a manner which says: "No back talk and no store advice, now!"

You are in no sense responsible for this customer's purchases, for he "paddles his own canoe." If he will choose the poorest saw or plane or plow in the store it is his choice, not yours. "Every tub must stand on its own bottom," is a proverb that fits his case.

The poverty-stricken customer—Here is a man who must buy carefully, hesitatingly. He toils early and late for the pittance he gets. Give him a royal welcome, do your best for him. The Russians have a proverb: "The knife which you sharpen on a poor man's hand may cut your own fingers." The poor man will appreciate patience, courtesy. He may have good friends who are far from being poor and his recommendation may cause them to take the trail to your store.

The trustful customer—He is the man who takes every statement of yours at par, who depends implicitly upon what you say. Do not knock off any of the corners of his refreshing confidence in you or in humankind in general—brace it up instead. The honest hardware man can do a lot toward keeping this an honest, optimistic, cheery world.

The suspicious customer—Here is the most difficult man to handle—the suspicious customer. He believes nothing and expects nothing—and he frequently gets it. Be genuinely sorry for him. Sometimes a humorous story will soften him a bit. Be patient with him; it is a bad disease and it cannot be cured in a moment, but possibly you may ease his misery for a time—and incidentally sell him a good bill of goods.

Space fails; the procession keeps right on! What is there as interesting as customers—or, in other words, folks?

NO GUESS WORK ABOUT THIS

Young man: If you know the value of money, if you are putting something into a savings account every pay day, your future is secure. You are on the right road. But, if you spend every cent you get, if you simply can't keep a dollar from one pay day to the next, you are headed for a thin living as the years go on. There isn't any guess work about that; it is the experience of innumerable men just like you.

REAL NEWS

There's some news that's sometimes missed,
But if you're wise you can't resist
To read the ads, where ere they be,
That brings the news to you and me.
News of business men that're wise,
And know it pays to advertise;
News of things unknown to Dad,
News that's sure to make all glad;
News of places, where best to buy,
News that's handy to the eye,
News of all the latest style,
News to make the ladies smile.
News for father and the boy,
News that's bound to bring them joy,
News of all the world's events,
News to save you dollars and cents,
News of in and out of doors,
News for factories and retail stores,
News that tells you why and when,
News for busy business men.
News that's read by all that's wise,
Who know it pays to advertise.
"Read the Ads."

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Menace of Bolshevism

"War Not Over Until We Have Ground Bolshevism Under Our Feet."

Editorial Note: No one is more capable to speak of Bolshevism and its dangers and what it really means to law and order and government, in fact what it means to civilization, than Major George W. Simmons, of the Simmons Hardware Co.

As head of the American Red Cross, he spent some months in Russia, traveling through a large part of Siberia and Russia, making an exhaustive study of the situation and learning conditions at first hand. No man is better fitted to speak than he.

It is unfortunate that such men as Major Simmons was not chosen in the first place to visit Russia, and his advice acted upon, and yet, even if he had been sent, there is no assurance that his advice would have been heeded any more than that of Ambassador David R. Francis, our minister to Russia, whose views coincide with those of Major Simmons.

It is unfortunate that the views of such men as Steffens, Bullit, Heron and other Socialists seem to have prevailed with our administration in its policy to cooperate with the Soviets and Socialists who pretend to represent the Russian people.

Let it be understood that what is termed Bolshevism in Russia is very active today in the United States under the guise of Socialism, which makes a great show and pretense to a verbose idealism and ostensibly holding up the principles of "justice, brotherhood, humanity," to deceive the American people.

The more radical in the United States term themselves the "Reds," but let it be understood that the principles of Socialism and anarchy and Bolshevism are the same and have the same object no matter under what name they operate.

When volunteers were called for by the Red army, few but the released criminals joined. Soon, therefore, the workmen and peasants were forced into the army.

They were shot if they objected. Then, after they were in the army, thousands of highly paid Chinese mercenaries were placed at their backs to shoot them if they faltered.

Officers were forced to serve and their families held as hostages for their conduct.

Less than 5 per cent of the Russian people sympathize with Bolshevism. These are the criminals of the lowest order. But they rule the others by tyranny.



MAJOR GEORGE W. SIMMONS

Bolshevism—Blood and Murder

I know what Bolshevism is. It is not a political movement. It is blood, blood—and murder. It is a tyranny of ignorance far worse than the tyranny of the czar.

When the Bolshevists march into a town they levy so much indemnity. If you don't pay it, they shoot you. If you do pay it, they shoot you anyway—because you belong to the rich class.

In Ossa, which is about 500 miles east of Moscow, we found the devastation wrought by the Bolshevists who had ruled the city up to ten days before we arrived.

Of the 10,000 population, 2,000 have been killed—killed for practically no reason at all.

Owning a home was a criminal offense. One man was killed for working for a rich family. Any affiliation with the church condemned a man, even though his position was only that of a bell ringer.

Every lawyer or priest was killed, often with torture. Every judge or policeman suffered death because of his connection with law and order.

These Stories Rang True

Through interpreters I talked to perhaps forty widows of men killed in these ways, and their stories rang true.

Many of them had been buried alive, as was shown by the dirt I saw clenched in their hands when I saw the bodies disinterred.

Lenine has a fanatical dream of destroying every government in the world, including the Constitution of the United States of America, and having one international brotherhood—no governments.

Were his doctrine possible, civilization would disappear. Lenine is generally credited with being sincere, though a dreamer. He is willing that any method be employed to accomplish his dream—even the unprovoked murder of all whose views differ with his.

The blaze of Bolshevism will be put out in Russia—even Lenine knows that, but fires are being lighted all over the world by its sparks.

There are enough firemen over there to fight, but they need some fire-engines and hose to fight with and it's up to America to help them out.

It is just as much our duty to furnish the Russian soldiers under Kolchak with food and clothing and hospital supplies now as it was to go over and fight with France and England in 1914.

Three different times during the early days of the war Russia saved the world for us by engaging the Germans while the other allies prepared. Common gratitude should force us to give to them now.

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But self-defense demands it. The war isn't over yet. It won't be until we've ground Bolshevism under our feet.

The same spirit of intrigue is at work here that ruined Russia. It is what prompted the recent bomb outrages and much of the industrial unrest.

All we have striven for, all we have worked for, will go by the board, unless we stamp out this danger.

Admiral Kolchak has set up a government of Russians for Russia. At present, until order is restored, he is dictator. As soon as possible the Russians will be given a chance to decide in a constituent assembly what sort of government they want.

His army is composed of men who, for the first time in the history of Russia, know why they are fighting and are loyally enthusiastic over it. It is 450,000 strong at present. But they need guns, clothing and surgical instruments.

It was no wonder that the people of Russia fell for Bolshevism. Of its 180,000,000 population over 80 per cent can neither read nor write. It was the czar's policy to keep them ignorant.

They had been oppressed for years and when the Bolshevists came along with German gold, and offered them the promise of "no more war, no more work, plenty of bread" and "division of all money," it was inevitable that they should swallow the bait.

The Russian people were worn out with war, but it didn't take them long to find out the Bolshevists' treachery.

Lenine is reported as living modestly in Moscow, while Trotsky is rolling in wealth and extravagant luxury—far more so than these he kills because they are rich—and across the street hundreds are dying daily in Moscow from starvation.

Bolshevism must be destroyed in Russia and not allowed to spread over the world, or else we will have lost the war and all we fought for.

If you expect to win new patrons and to hold old ones you must study their interest and how you can meet them.

This is the time to spruce up your business —to spruce up your business methods. Do it now! If you don't you will wish you had.

A CHILLY COUPLE

"How long will it last?" the customer said,
As he hefted the ax in his hand.
"Depends on the man!" the gruff clerk replied,
In a voice like an iron band.

"Could I sell you an ax?" the gruff clerk said,
In a voice like a cake of ice.
"Depends on the man!" the customer said,
And walked out of the door in a trice.

"GRAB PACKAGE SALE"

For ridding his stock of "slow sellers," "stickers" and unseasonable articles, an enterprising Ohio merchant put on a "Grab Package Sale." He gathered together all articles in stock that were not selling, or that were shelf worn, or were unsaleable for some reason and made up a large number of "grab packages."

He then advertised that on a certain day he would give to purchasers of a dollar's worth of merchandise at his store a ticket which would entitle them to one "grab package" free. These packages were all put in a large show case and a clerk was in charge.

After the customer's purchase the salesman gave one ticket for each dollar's worth of merchandise, and each ticket commanded one package. Leaving the store, the customer would present the ticket to the clerk in charge of the "grab package," having a choice of the packages.

This sale proved a big success, not only ridding the store of a lot of unsaleable merchandise, but it brought into the store hundreds of new faces, and sales for the day were larger than any day the store had ever experienced.

SOCIALISM

A sincere, sentimental theory with but one objection—it will not work.

A clever scheme by which the inefficient, irresponsible, unemployable and unworthy will thrive without industry or economy.

An earnest effort to get nature to change the rules for the benefit of those who are tired of the game.

A device for swimming without going near the water.

A participation in profits without responsibility for deficits.

An arrangement for destroying initiative, invention and originality.

A system for turning water into wine, kerosene into oyster soup and clay into bread, by passing laws. —Elbert Hubbard.

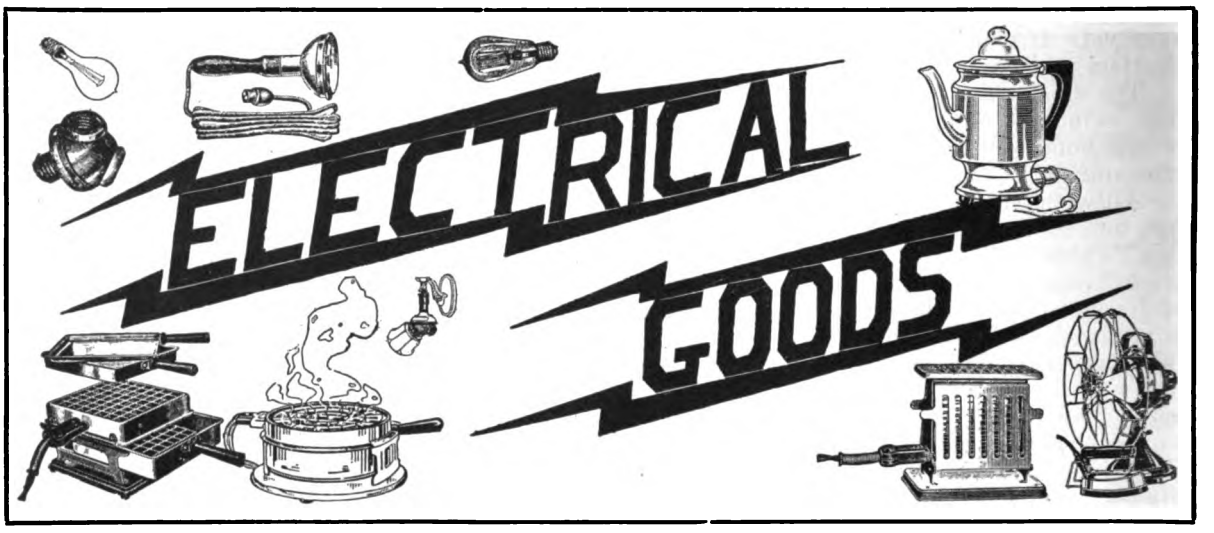
ALL HE'S WORTH

He was afraid he'd not be paid
In full for what he did.
He'd do no more than bargained for
Precisely to a quid.

He drew a line, correctly fine,
About his little spot.
"I'm paid to stay right here," he'd say,
"Do more? Well, I guess not!"

Of all mistakes man sometimes makes,
This is the worst on earth.
To set the pay he gets today
The standard of his worth.

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Effective Publicity for Electrical Lines

NOW that the days are becoming shorter, and more time must be spent beneath artifical light, it should be the aim of every householder to have the best light possible—which of course means electric.

The majority of hardware men in addition to carrying a stock of electric merchandise, usually have a plumber connected with their establishment, so at this time of the year they should expend a large amount of their energy in urging people to wire their houses, that they may take advantage of the many conveniences they can obtain thereby, in addition to the primary ones of heat and light.

Methods Used by Live Merchants

One of the most effective campaigns along this line is being conducted by the Sterling Electric Co., Minneapolis, Minn., and there is no reason whatever why any wide awake hardware man could not do the same. This firm began their campaign with a live-wire newspaper ad:



THE GREATEST SERVANT IN THE WORLD

lurks in every electric light socket in your home. Why not let this ever ready, tireless, electrical genius drive away drudgery from your home. As soon as your home is wired you have the benefit of the vacuum cleaner, washing machine, iron, hair curler, hair dryer, toaster, percolator, chafing dish, waffle iron, vibrator, and sewing machine—

ALL RUN BY ELECTRICITY

Any or all of these conveniences may be secured on easy payments if desired—and you have their use while paying for them.

They followed this up with a series of catchy street car ads: "Wire us and we will wire you—Phone Blank 3010"; "Yes, we do electric wiring, and our prices are right," and "Don't be like the Arkansas Traveler who said, 'On a rainy day I can't mend the roof, and on a fine day it doesn't leak. Take time by the forelock and let us wire your house before the rainy, disagreeable fall weather sets in."

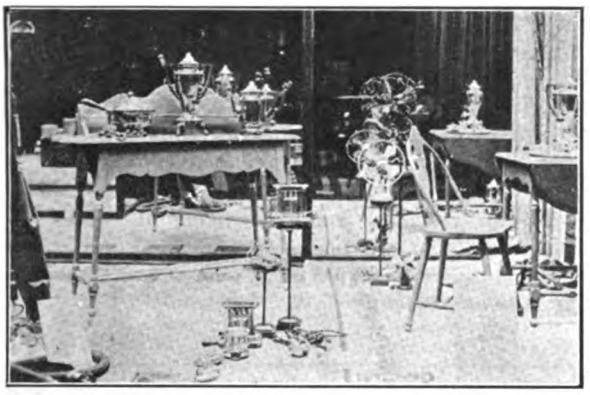
Show Windows Are Sales Windows

Perhaps their most effective agent, however, was their show window, which was hung with curtains of wine color. Against them was placed the half-length cardboard figure of a man, with card in hand, reading:

Electrify your home NOW.

and pointing to a large card on which was the picture of a suburban home, with little red ribbons running to twelve cards above and below the house, each of which described the electrical equipment for that room and the household conveniences that could be operated

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thereby. For example, on the card describing the den was printed:

> For your DEN, two wall or baseboard outlets, for the use of reading lamp, bracket lamp, cigar lighter, chafing dish, fan, percolator, tea samovar, grill, toaster, vibrator and radiator.

In large red letters at the top of the card was printed:

> "Comfort Possibilities" and at the bottom, "Do It Electrically."

The cardboard figure and the big sign were set on a base draped with green velvet, and against it leaned coils of wire, while scattered over the velvet which spread over the floor were sockets, batteries, screws, casings and other wiring supplies.

Use Local Happenings to Attract

One of the catchiest ways of calling attention to their electrical line was inaugurated recently by the Warner Hardware Co., Minneapolis, Minn. The film version of "Come Out of the Kitchen," being at one of the leading picture play houses, they secured a number of photos of scenes from the play.

Then they arranged a window, with tables, stands and benches draped with electric blue velvet. On these they placed electric grills,



toasters, waffle irons, percolators, samovars, hot water heaters and electric fans, mingled with photos of the play. On the wall was a large picture of an electric range, and a card advised:

> COME OUT OF THE KITCHEN
>
> What's the use of spending your time in a hot, stuffy kitchen these delightful days. Make use of all these electrical household conveniences, and you can get breakfast, luncheon or an after-the-theater spread on your dining room table, without entering the kitchen regions.

On the back wall were two long panels, showing insulated wires, sockets, bulbs and various materials necessary in the installation of electric wires. In front of the store was a table, and suspended above it a frame holding a row of Mazda lamps.

This table alternately rose and fell automatically, with a jar that shook all the lights. A card attached to the table advised:

Our Lamps Stand the Jar.

They also secured a quantity of cards from the manufacturer, quoting prices on all sizes and varieties of the lamps, and on the reverse side printed:

> FOR FIVE CENTS—
> THE PRICE OF A STREET CAR RIDE
>
> —you can light an average room with Mazda lamps three hours a night for six nights.
>
> Expert advice on residence, store and shop lighting will be cheerfully furnished by specialists on application to us.

These cards were handed over the counter to all patrons, and wrapped with each package of hardware leaving the store.

One of the surest ways of attracting the feminine eye—and upon the women depends most of the purchase of electrical merchandise—is to show the goods just as they would appear in her own dining room. Such a display will cause her to halt and admire, when a mere display of electrical appliances would pass unnoticed. It was with this idea in mind that Daytons, Minneapolis, Minn., arranged their large window to represent a breakfast room or sun parlor. The floor was covered with a big grass mat, and at the window in the rear were long curtains of bright-hued cretonne.

Bungalow breakfast room furniture—borrowed from a local furniture house—of dove gray, pencilled in blue and gold, was scattered about. On the table was set a tall percolator, while the serving table held percolator, samovar and chafing dish. On stands and on the floor were toaster, grills, waffle irons and several electric fans of assorted sizes. Calling attention to the different utensils, a big card down front advised: "Let electricity lighten your household tasks."

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What Policy Should Merchants Pursue?

THIS question is uppermost in the minds of all retail merchants and, for that matter, wholesale merchants as well.

"In a multitude of counsel there is wisdom."

No other question is being more carefully considered by manufacturers and jobbers, and we know that the thousands of HARDWARE WORLD readers will be glad of the opportunity of an expression of views from all sections of the country. We believe this is one of the most comprehensive views of trade conditions ever presented to retail merchants.

NO INDICATION OF PRICE REDUCTIONS

Editor HARDWARE WORLD:

We hope the manufacturers' troubles are fully realized by the trade at large.

Labor is, very unfortunately, quite insistent in the matter of further advances in wage rates, and also in giving in return therefore, less service in the shortening of hours and a lower efficiency in the hours of work.

This tendency is, of course, advancing the cost of manufactured goods and it is obvious that as costs advance so must selling prices.

We do not see any present indication of reductions, but on the contrary, there seem to be fundamental reasons why prices will further advance.

The conditions above noted will also quite naturally bring a scarcity of goods, which is another reason why merchants should keep a well assorted stock and should anticipate their requirements on seasonable lines.

Yours very truly,

THE ENTERPRISE MFG. CO. OF PA.,

Philadelphia. C. W. Asbury.

SHOULD ANTICIPATE FAR AHEAD

Editor HARDWARE WORLD:

In our estimation tools in general are very scarce and hard to get, orders being in excess of production.

From our general observation of market conditions we believe that it is well for merchants to anticipate far ahead, and in our own particular case at least sixty to ninety days ahead.

Trusting this is the information you desire, we remain, Yours very truly,

HENRY DISSTON & SONS, Inc.,

Philadelphia. S. Horace Disston, Vice-Pres.

HARDLY EXPECT LOWER COST OF PRODUCTION

Editor HARDWARE WORLD:

I am not familiar with the requirements of the hardware trade to any extent, but I understand that considerable difficulty is being experienced in securing merchandise enough to keep stock up to the common level.

As for ourselves, we are carrying a larger stock than we have ever had before, and are still continuing to buy freely of materials used in the manufacture of our goods. Of course, all goods are advancing in price because of the increased cost of labor, but it does not look as though any manufacturer could expect a reduction of costs for some time to come. I should think it would be advisable for merchants to protect themselves by putting in as large a stock as their finances will permit. Respectfully yours,

THE ELASTIC TIP COMPANY,

Boston. George A. Stetson.

WATCH YOUR DEMAND AND KEEP UP YOUR STOCK ACCORDINGLY

Editor HARDWARE WORLD:

It is pretty hard matter to gauge any concise opinion on what the future commercially holds for any of us. The most important factor just at present in the cost of all goods is labor and it is very difficult to tell from day to day what labor is going to ask and what the manufacturer can stand to grant. Of course, all this tends to increase the cost of raw material, which in the end adds to the cost of the finished product.

The writer's personal opinion, whether it is worth anything to you or not to the merchants of the country, is to watch their shelving and the demand made on their shelving by the communities they serve, very carefully, because the one great feature which will control the placing of orders will not be so much the price as it will be the delivery, and the man that has stock to fill orders promptly can get his price provided he is not profiteering.

These are not ordinary times that manufacturer, jobber and retailer are having to combat, but are most extraordinary, and it would seem almost that one man's opinion is just as good as the other's, but a very good axiom that we would extend to all is, "keep smiling."

Thanking you for the courtesy of your letter, we remain. Very truly yours,

NEW YORK STAMPING CO.,

Brooklyn. T. B. Easby.

NO POSSIBILITY OF A GENERAL DECLINE

Editor HARDWARE WORLD:

We think dealers will do well to buy liberally for early shipment, as there is no possibility for a general decline in prices, the trend of labor and material prices being upward. We look for an extremely large demand for manufactured goods of all sorts and the dealer who has them in stock will not be obliged to worry about slow shipments or inability of manufacturers to fill his orders. Yours very truly,

GEORGE M. CLARK & CO.,
Division American Stove Co.,

Chicago. A. F. Millikan, Sales Mgr.

PURCHASE FULL REQUIREMENTS FOR BENEFIT AND PROFIT

Editor HARDWARE WORLD:

We consider that the business conditions in this country over the next two years will exceed and excel the prosperity during the war years of 1917 and 1918, and believe that the purchase at this time of the year's full requirements will redound to the benefit and profit of the purchaser.

Yours very truly,

ROYAL MANUFACTURING COMPANY,

Geo. H. A.

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"WHAT POLICY SHOULD MERCHANTS PURSUE?"

NO REASON TO EXPECT A DECLINE

Editor HARDWARE WORLD:

It would seem to us that any more favorable period for stock purchases than the present, cannot be expected for some time to come. In all probability the steel mills will raise their prices for the fourth quarter and as labor rates exhibit a similar tendency, there is no reason in our opinion to expect a decline in values. Consequently, we recommend buying now at present prices before the proposed increases are effected.

That these views obtain widely among buyers generally is strongly evidenced by current sales of our standard stock specialties marketed under our trade marks, which are larger than they have been for years. Generous orders reach us in every mail from all parts of the country. We say "buy now."

Yours truly,
J. H. WILLIAMS & CO.,
Hugh Aikman, Publicity Mgr.

WISE TO MAKE PROVISION IN ADVANCE

Editor HARDWARE WORLD:

As to the policy that should govern merchants in their purchases for the ensuing months, we have to say that if our views on this subject were entirely governed by the condition of our own business, we would urge them to anticipate their wants for as long a period as possible, in order to insure themselves against the demands of their customers.

We are obliged to sacrifice much foreign business which is daily offered to us in order to give better service to our customers, and notwithstanding the diminished trade from this source after the armistice was signed and until about two months ago, we have not been able to accumulate stock from which to make shipments as promptly as we could desire. The shortage of labor already existing, together with strikes and other evidences of unrest, as well as the probable shortage of railway equipment when the movement of the country's enormous crops is in full swing, are factors which must be taken into consideration so far as prompt deliveries are concerned.

The high labor costs, the probable still further increase in transportation charges, and the conviction, which has now become general, that the present level of prices for manufactured goods is at least as low as will prevail for many months to come, all seem to point to the wisdom of making provision for stock in advance of requirements.

Very truly yours,
ATLAS TACK COMPANY,
Fairhaven, Mass. William F. Donovan, Pres.

DECLINE IN CORDAGE PRICES

Editor HARDWARE WORLD:

Yesterday we put out some reduced quotations, making best quality Manila rope 24c (2c decline per pound) and pure Sisal 18c (4c decline per pound) F. O. B. New York, and there is a possibility of further reductions in case raw material prices should be reduced any more; this, however, is more or less doubtful and we do not look for any sudden or large reductions. It may be that the present price will hold for a long period, and we do not think that merchants can go far wrong in purchasing cordage supplies which they are now in need of.

We prefer not to have our name mentioned in any public way regarding this subject, but are pleased to give you this information for whatever you may consider it worth. Very truly yours,
New York.

PROPHECY OF SHORTAGE FULFILLED

Editor HARDWARE WORLD:

We prophesied in the early spring that during the fall we should experience the greatest shortage of mechanical tools that the world had ever seen. This prophecy is being rapidly fulfilled, for early in August we find ourselves farther behind than ever before in our history.

This can be best summed up in a notification which we have recently sent to all our customers, a copy of which we are enclosing herewith.

With assurance of high esteem, we beg to remain.

Yours very truly,
GOODELL-PRATT COMPANY,
Greenfield, Mass. W. M. Pratt, Pres.

> The world is facing a serious shortage of mechanical tools, which is sure to become exceedingly acute during the coming fall, and as the costs of manufacture are steadily increasing, an advancing market is bound to result.
>
> We shall do everything in our power to take care of our customers, and shall continue our policy of basing selling prices on actual cost only. We feel, however, that our customers should have knowledge of these important facts.

COST OF MANUFACTURE NECESSITATES ADVANCES

Editor HARDWARE WORLD:

As to the policy that should govern merchants in their purchases for ensuing months, we have to say that this is rather a hard question from a manufacturer's view point.

Can only say that the merchants and jobbers of our particular line of goods who did not purchase their supplies early will pay more for them the latter half of the year, as we raised our prices on July 25. This, of course, is due to general conditions and cost of manufacture.

We will add that business in general seems to be more settled, during the past sixty days, and orders have been coming in more freely. We hope to receive our regular portion of business during the fall months. This, of course, applies to our domestic trade only.

Yours very truly,
R. E. DIETZ COMPANY,
John E. Dietz, Pres.

Your jobber is the connecting link between your manufacturers and your own service—and the link should be strong and the friendship firm.

The man who gives nothing, gets nothing. The man who gives much, gains much.

RENEW BECAUSE SO GOOD.

Enclosed find our renewal of subscription for three years. When we first subscribed for the "Hardware World" it was because it was so reasonable in price, and we are now renewing our subscription because it is so good, and because we consider it the best paper on hardware subjects that is published.

TINTIC MERCANTILE CO.

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"WHAT POLICY SHOULD MERCHANTS PURSUE?"

WISE DEALERS BUYING FOR NEXT SPRING DELIVERY

Editor HARDWARE WORLD:

In regard to what policy merchants should pursue in regard to their purchases the ensuing months, we can sum it all up in a very few words:

There isn't a man engaged in the hardware business, either retail or wholesale, from one end of the United States to the other, who is possessed of any intelligence whatever (and we have always considered the hardware merchants as the most intelligent of any) but who are as well posted as we regarding the present business conditions.

We have no doubt, therefore, but what they are every one of them buying or trying to buy all of the various kinds of goods that they handle, with the end in view of keeping up their stock so as to take care of their trade.

Many hardware buyers have told us within the past thirty days that it is practically as hard to get some lines of goods now as it was during the war, the moral of which is "get your orders in early if you really want to have the goods,"

With best wishes we remain,

Yours very truly,

E. C. ATKINS CO., Inc.,

Indianapolis. N. A. Gladding, Vice-Pres.

We know of a lot of wise dealers who are placing orders now for next spring delivery.

WASHING MACHINES WILL ADVANCE

Editor HARDWARE WORLD:

We are pleased to give you our views concerning market conditions during the coming months.

This information we will be glad to have you transmit to your readers, although we would not wish to have our names appear in connection with the article.

It is our belief that the markets in general are now on a firm basis, from which the trend in prices is upward rather than downward.

Just at the present time we are buying much more heavily than during the last several months in steel and iron products, lumber, varnishes and paint, and both malleable and gray iron castings.

All of these items have advanced somewhat during the last few weeks and all indications point toward still further advances in the very near future, and there is absolutely no indications on which one could base an argument for a decline in price.

It is our firm belief that the hardware dealers will make no mistake in contracting immediately for the maximum of his requirements for the next five or six months.

We thank you for the opportunity you have given us to express our views on this subject.

Yours truly,

"WASHER CO."

DEMAND FAR EXCEEDS SUPPLY

Editor HARDWARE WORLD:

We believe merchants should obtain all the merchandise in silver and silver plate they can get. There is a scarcity which cannot be obtained this year, and the demand far exceeds the supply.

Meriden, Conn. INTERNATIONAL SILVER CO.

Be known as a live, modern merchant. It's good for your balance over at the bank.

PROPHECY MADE IN NOVEMBER FULFILLED

Editor HARDWARE WORLD:

Last November we wrote to many of our friends in the trade, stating that, because of timidity on the part of the trade, both wholesale and retail, business would be slack during the first two or three months of this year, and that business would then begin to go forward with increasing prices for possibly two years. We did not then believe that there would be any break in financial and industrial conditions in less than about three years after the war.

Expect Prices to Go Higher

So far the opinion which we expressed at that time has proven correct. It is not probable that prices have yet reached their highest point. We believe that prices for the entire year of 1920 will be higher than for the entire year of 1919.

The wholesale and retail trade of the country did not purchase as liberally as they should have done during the first six months of this year. As a result, the manufacturers in many lines of goods are going to be unable to take good care of the demand during the coming fall and winter. There is already a shortage of supply in many things, and this is certainly true in nearly all lines of cutlery.

High Prices a Blessing

It is quite popular these days to complain about high prices. We all do it as a matter of habit, but high prices for at least two or three years will be the real salvation of our country. Very heavy indebtedness, both public and private, was contracted during the inflation of the war period. Unless this indebtedness can be discharged under an inflated condition we will certainly have great diffculty in discharging it at all. We, like others, have contended against high prices to the very best of our ability, all the time knowing that these prices are essential to the best conditions of our country.

If, by any necromancy, the prices of produce and manufactured goods throughout the country could be restored immediately to the pre-war level, it would very nearly bankrupt our country, and certainly would bankrupt a great number of business houses. We may actually be thankful that there is no prospect whatever of lower prices in general for some time to come. There is an actual shortage of labor in the country, and there is a demand for more manufactured goods than the manufacturers can produce. This condition cannot very well be changed for possibly a couple of years.

Yours truly,

ONTARIO KNIFE CO.,

Franklinville, N. Y. J. L. Burritt, Sec.

FIRE ARMS COMPANY WISHES NAME WITHHELD

Editor HARDWARE WORLD:

In view of the present conditions in the market for material and labor, it is our judgment that conservatism rather than speculation should control the policy of merchants, both as regards buying and selling, for the balance of the year. Buyers must naturally take into account the scarcity of goods in some lines, which necessitates more liberal anticipation of demands than will be necessary in lines where manufacturers can render prompt service.

It is our preference that the above should not be printed over our name.

Yours very truly.

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"WHAT POLICY SHOULD MERCHANTS PURSUE?"

PRICES LIABLE TO ADVANCE ANY TIME

Editor HARDWARE WORLD:

We are extremely busy, working full capacity, the greatest difficulty of course is production, while most of our men are home from the army and back on their own jobs, we are slowly making progress toward former production per capita, but from progress made it would indicate that the ideal is still in the far distant future with these conditions existing.

We cannot help but feel that there will be no lower cost in production and our prices today are low and may increase any time under a strong demand.

There is certainly no likelihood of lower prices.

Yours truly,
DELTA FILE WORKS,
Philadelphia. J. M. Hottell, Vice-Pres. and Sec.

SOUND JUDGMENT TO ANTICIPATE FUTURE WANTS

Editor HARDWARE WORLD:

The experience of manufacturers during the more recent years, under abnormal conditions, has not been without lessons. Among other things, it has confirmed to the manufacturer the necessity of being in a position to furnish prompt and efficient service in deliveries to meet small purchases. The distributor has been required to meet rising costs, and has been confronted with the problem of rapid turn-over and increased volume of business. Unless stocks have been allowed to be extensively depleted it might, therefore, seem likely that under the present more normal conditions, heavy stocks would not be required by the distributor from the producer.

However, the scene is staged with an entirely new setting. We are emerging from a period when buying was competitive and to sell was to grant a favor. The distributor whose chief commodity is service will be compelled to be in a position to give deliveries and to have adequate stock for that purpose.

Transportation conditions affecting deliveries promise to be even more problematic than those experienced during the war.

Generally speaking, the manufacturers of small tools are finding that the demands made upon them at present are equal, if not in excess of those at any time in their history. Bearing in mind some of those new elements entering into our present conditions, the writer is of the opinion that merchants purchasing staple commodities, such as small tools, will be exercising sound judgment in anticipating their stock requirements to meet future wants of their customers.

Very truly yours,
GREENFIELD TAP AND DIE CORP.,
Kingman Brewster, Vice-Pres.

PRICE TENDENCY UPWARD

Editor HARDWARE WORLD:

The tendency for prices on practically all goods is upward and we see no reason to predict anything but higher prices. Very truly yours,

THE PROGRESSIVE MFG. CO.,
Connecticut. G. E. Hammann.

WOULDN'T BE WITHOUT IT.

Be sure and continue my subscription to that splendid paper, the "Hardware World."
I wouldn't be without it.
A. H. GRISWOLD.

TREND OF THE MARKET IS HIGHER

Editor HARDWARE WORLD:

As to our views with reference to the policy which should govern merchants in their purchases for the ensuing months, we are firmly of the opinion that merchants should not hesitate to purchase their full requirements sufficiently in advance of their needs to insure delivery for two reasons.

First, that the trend of the market is higher, due to increasing costs of materials and labor, and second, because of the unprecedented demand for nearly everything that the hardware merchant has to offer, due to the mounting prices of farm products, thereby creating a strong agricultural demand and increasing wages, which makes it possible for those employed in factories and stores to purchase on a larger scale.

We see nothing in the near future that will diminish the demand and consequently the necessity on the dealer's part of keeping good stocks.

Very truly yours,
HUNT-HELM-FERRIS & CO.,
Harvard, Ill. B. B. Bell, Sec.-Treas.

PROBABLE DECLINE IN CORDAGE PRICES

Editor HARDWARE WORLD:

Based on experience and knowledge of the fiber markets, it is suggested that buyers confine their purchases of cordage to immediate wants. Quite recently declines occurred in prices of raw materials, which indicated early reduction in rope prices. However, markets recovered shortly and quotations on manufactured goods for the present have been maintained. It is evident that prices will shade off as government control of Sisal fiber has been abandoned and attempt to regulate Manila fiber values was not successful.

Labor costs are extremely high, as in all other manufacturing lines, yet with increased shipping and better ocean freight service, some rate reduction will modify costs and prices of manufactured cordage will be correspondingly reduced. It will, however, be years, if ever, before the same level is reached that prevailed before the war. In fact it is a safe prediction that prices of first-class Manila cordage and binder twines will not return to those prevailing years ago of 9 or 10 cents per pound.

Sisal fiber, used largely in binder twine, bale rope, lath yarns and cheaper grades of cordage, is gradually declining in price, with the result that there will most likely be heavy reduction in quotation for the 1920 season in comparison with 1918 and 1919.. The recommendation is, therefore, that stocks be reduced to the minimum and this accomplished before the close of the year. Northwestern cordage manufacturers will carry full lines of stocks with promise of prompt delivery, so that there need be no necessity for merchants to carry excessive stocks. There may be small advances occasionally, but the possibility of declines so far overbalance these that there can be no advantage in carrying any material quantity in stores.

Supplies of raw fibers are now available, with every indication that no shortages will be experienced as has been the case at times within the past few years. There is no evidence of any attempt at market manipulation, hence the future of obtaining supplies is not alarming. The most grievous problem in all lines of manufacture is that of labor. Its solution spells success or ruin of industries. It is to be hoped that some master mind will come forward capable of an analysis and settlement of this much vexed question.

PORTLAND CORDAGE CO.

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"WHAT POLICY SHOULD MERCHANTS PURSUE?"

A COMPREHENSIVE SUMMARY, WELL WORTH CONSIDERATION

Editor HARDWARE WORLD:

Though probably every merchant will well know from experience by the time this is published that he must order well in advance practically everything he handles if he is to get stock at all, the maker's point of view may nevertheless interest him.

Our country, the largest and best market in the world, has always gone from one commercial extreme to another through short periods, generally the result of political doctrines and thus, of course, unnecessary. Now something entirely different and new to the world—the World War—served us with the stagnation of January and the unheard of demand of July, usually an off month, so that in August, neither makers nor sellers are able to procure supplies. The chief reason is there are not enough machines and tools in this country, nor can there be for at least a year, to care for our domestic demands alone.

If you doubt this, think back to 1906, when we had very little foreign trade in our manufactures. Producers were traveling over the country, just as now, personally trying to induce other producers to hurry forward machines long promised, as merchants were clamoring for stock. It's true that only five months later stagnation prevailed due to the unbridled public utterances of a politician in high office, and our greatest panic ensued.

However, the demand was based upon desire; now its base is necessity, something very different. And this necessity reaches into every conceivable thing we make use of, thousands of things once regarded as unnecessary to our happiness, or even superfluous. A hundred times as many as was required. The money is in pockets to pay for them.

Shortage and Inefficiency in Labor

In this great stress of production, we are even more short of labor than machines. Inefficiency in labor was never so universal, interest in work never so negative, nor hours of toil so short. Shortage of goods must and does result. Add to this the current wage rate and you have both the shortage and high prices explained.

In one factory are 129 aliens, only 26 of whom accepted Americanization teachings; 103 aim to return to Europe. And who will have the courage to act upon his belief that plenty will soon follow or that prices will shortly drop? As it took prices over thirteen years after the Civil War to return to the prewar plane, let us permit some "intellectual" to figure the answer out for us now. The most consistent answer is "never."

The largest department stores long have demanded goods without mentioning prices, yet investigation proves them short of very many items and price-marks much above maker's wishes. They are prosperous; every merchant should be.

All may not know the New York market is full of foreign buyers, paying cash and demanding prompt shipments. They come from the world over. Who can turn a deaf ear to the jobber from despoiled Nancy; the English agent with his war limp; the Brussels merchant with the picture of his ruined store? We must serve them and their requirements are huge.

Thus there cannot be enough goods to go around. There will not be for at least several years. Just one long-range example: Russia's imports of manufactures in 1913 were over $600,000,000, of which .77252% came from Germany and .22748% from all other countries. Ninety-two per cent of the people want other sources of supply, chiefly United States.

National growth would increase their requirements to $850,000,000 per year now, various conditions arising from the war ought to double it and current prices must double it again, thus they want every year $3,400,000,000 worth of made-up goods, plus great increases arising from higher plane of life due to increased transportation, city water works, lights, sewers, paving, etc. Yet no one mentions Russia! All talk is of devastated Europe. Every country is woefully short of necessary goods. When will demand be filled? Most of us will not live to see it.

For many years merchants must buy just as makers do now, viz.: eliminate profiteers and order from reliable sources certain things to cover requirements for a year—other lines call for this demand upon suppliers: "You know how much I use, keep me in stock." They then may get a fair part of what they want. Knick-knacks are going out and quality coming into stay.

UNITED ROYALTIES CORPORATION,
New York. L. Bordwell, Pres.

PROTECT FAR AHEAD AS POSSIBLE

Editor HARDWARE WORLD:

In our opinion there is only one way for the merchants to proceed. The manufacturers over the country are oversold. The demand is found to be greater than the supply, and if the merchant cannot secure exactly what he requires from his source of supply, out idea would be to secure the nearest thing to it, for manufacturers' products will be scarce.

From present indications prices will continue to advance. As far as we can learn the present situation in business will continue for from three to five years. We think it would be well for the jobber, as well as the dealer, to protect himself on manufactured articles as far ahead as possible.

Yours very truly,
FAULTLESS CASTER COMPANY,
Evansville. C. B. Noelting, Manager of Sales.

NO CHANCE OF LOWER PRICES UNTIL WAGES COME DOWN

Editor HARDWARE WORLD:

I respectfully refer you to the enclosed copy of our stock list, dated July 15, 1919, under the heading, "Price Trend." I think that this will give as clear an idea of our reasons for not looking forward to a decline in prices as any argument that could be advanced. Evidently, our trade is looking at the situation now in the same light, for our business has picked up remarkably during the past month.

To supplement the situation, we would advise that we have notified the jobbers and dealers in our line that we will advance prices ten points on September 1, which means that we will reduce our base discount from 30% to 20%. It is our opinion that there is not the slightest chance of a recession in prices until the wage scale of labor is materially reduced and while, on the contrary, the wage scale is continually advancing, we can confidently look forward to increased prices as time advances.

Very truly yours,
THE GOULDS MFG. COMPANY,
W. E. Dickey,
Seneca Falls, N. Y. Vice-Pres. and Gen. Sales Mgr.

Ledbetter & Wallace have begun work on a new warehouse and display rooms for machinery at Goldendale, Wash. They handle implement and machinery lines.

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"WHAT POLICY SHOULD MERCHANTS PURSUE?"

KEEP STOCK COMPLETE BUT DON'T SPECULATE

Editor HARDWARE WORLD:

We can see no immediate indication which will cause a serious decline in the market conditions for months to come.

Reiterating former statements, immediately upon assurance that the world war was ended, we anticipated that there would be many declines, but those familiar with market conditions know that in most instances the reverse from this has happened. But there is hardly a day passes that we do not receive notification of some item taking an advance in price, and of the few items taking a decline.

It is our opinion that every buyer should, for the next several months, watch his stock closer than ever, keep his stock very complete at all times, but by all means refrain from speculating on any item.

A decline is sure to come in the future, but we look for this to be gradual. However, if there should be a marked decline in any number of commodities, by a merchant observing the above, the activity of his business should take care of any loss he might sustain through a declining market.

It is a trite old saying, nevertheless a true one: "A merchant can only sell the goods when he has them in stock." We believe there is only one safe way in which to play the game—buy in small quantities, and buy often. Yours very truly,

MARSHALL-WELLS HARDWARE CO.,
E. C. Ward, Sales Mgr.

THE ENDLESS CHAIN—CANNOT LEGISLATE LABOR UP AND MATERIAL DOWN

Editor HARDWARE WORLD:

We do not expect any declines in values for some time to come. On account of the high cost of living labor will not be cheaper than at the present time. With the present high cost of labor the producer cannot reduce his costs. It is the endless chain—high cost of living makes high cost of labor, high cost of labor makes high cost of commodities, which in turn makes high cost of living.

Labor will not recede from its present demands for higher wages, the manufacturer cannot produce goods and sell below a living margin and exist. You cannot legislate labor up and material down, neither can you let labor remain at its present standard and legislate living down, without affecting the basic foundation on which labor stands.

During the war there was profiteering in many lines of hardware. After the armistice was signed hardware commodities reached a much lower level, virtually eliminating excess profits. We do not think hardware will be cheaper, but will be higher for some time to come. So long as we have high government taxes, high municipal taxes and high freight rates, we are going to have corresponding high cost or living.

Selfishness is rampant. With the body politic it is ME—with labor it is ME—with business it is ME—neither God nor Devil have a look-in.

Yours very truly,
GEORGE A. LOWE COMPANY,
Ogden. J. R. Cooper, Treas.

Ward Nichols, for some time connected with the Montana Lumber Co., Harlowton, Mont., has become manager of the Montana Hardware Co., at Lewiston, Mont.

PRACTICAL AND DEFINITE WORTHWHILE SUGGESTIONS

Editor HARDWARE WORLD:

We believe it is to the very decided interest of the retail hardware merchants of this country:

First—That they keep a full stock for the balance of this year of all staple and fast selling goods. General good business seems certain for the remainder of 1919 except in a very few sections where their local conditions have been crop failures.

Second—That they should keep up their assortments more particularly on staple items, being careful not to over-stock on slow selling items and on odds and ends.

Third—That they place their orders now for immediate shipment for a large part of their wants for the remainder of the year, on certain goods which are very difficult to get, such as: Carpenters' and all edge tools, mechanics' and machinists' tools, enameled, galvanized, tin and aluminum wares, the cheap and medium grades of builders' hardware, automobile sundries, practically the entire line of cutlery, especially scissors, shears and pocket knives, revolvers, guns and rifles.

Fourth—That they place orders now only for the seasonable goods which they will sell for the remainder of this year, such as stoves and all fall and early winter goods, but likewise for all the spring and early summer goods and such goods as they will need up to the first of July, 1920. It is only by placing definite specifications for such futures that the retailer can be sure of getting these goods when he needs them.

Fifth—That they place liberal orders now for early shipment for all manner of holiday and Christmas goods. We believe there will be an unusually large sale of such goods during the holidays, and unless the dealer gets them in stock in plenty of time he will find them impossible to get at all.

Yours very truly,
SIMMONS HARDWARE COMPANY,
George W. Simmons, Vice-Pres.

RAW MATERIALS HARD TO GET AND LABOR SHORTAGE

Editor HARDWARE WORLD:

To begin with, all merchants should endeavor to anticipate their wants as early as possible, as manufacturers are now practically sold up for the balance of this year, which is our condition exactly, and prices are advancing owing to the demand. Raw materials are very hard to get, owing to the extremely hot weather in the east and shortage of labor at the mills; besides, we are facing a car shortage which will tend to aggravate this condition.

Trusting this will answer your purpose, we remain,

Yours very truly,
SCHLUETER MFG. CO.,
St. Louis. W. H. Schlueter.

Veysey Bros., of Motesano, Wash., announce that they will hereafter handle full lines of implements and farm machinery.

CAN'T DO WITHOUT "HARDWARE WORLD"

Enclosed please find check covering three years' subscription to the "HARDWARE WORLD." I have been without it for the past year, but I find I need it in my business.
H. A. CAMPBELL, Michigan

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"WHAT POLICY SHOULD MERCHANTS PURSUE?"

BUY AND BUY QUICK

Editor HARDWARE WORLD:

No retail merchant should hesitate for a minute to purchase all the merchandise he needs between now and the first of the year.

We are confident that there will be no decrease in prices during that time and the same conditions will probably last at least during the first half of 1920.

Another reason why they should buy what they need and buy quick is that it is becoming more difficult every week to obtain merchandise.

No need to enter into the various causes for this condition. All well-posted people in the business know that it is true and it is getting worse rather than better.

Our advice would be that retail merchants should buy what they want and buy quick.

Yours very truly,
SHAPLEIGH HARDWARE CO.,
St. Louis. R. W. Shapleigh, Pres.

PERFECTLY SAFE TO CARRY A HEALTHY STOCK

Editor HARDWARE WORLD:

In negotiating his stock purchases for his next five months' needs the retail merchants can with safety stand four-square upon the following platform:

In the agricultural mid-west more money is going to be spent for hardware merchandise between now and winter time than has been spent any year of the past five.

Hardware merchandise is finding slow releasement at factories and mills. As a matter of protection merchants who place their orders thirty or sixty days in advance of their true requirements will fare better than those who wait until their assortments are broken and by placing their orders at the eleventh hour, hope to have replenishments reach them the second or third day afterwards.

There is no evidence whatever of a tendency towards shrinking of values between now and January 1. There are many evidences of appreciation in values between now and that time. Therefore, as a matter of investment as well as protection, the hardware merchant is perfectly safe in carrying a very healthy stock of assorted merchandise.

To state the case broadly, our judgment is that if a retail merchant has facilities for storing and capital sufficient for purchasing, he could not go wrong if it were possible for him to make up orders and take in during the next thirty days all of the hardware merchandise which he will require up through the holiday season.

Very truly yours,
LUTHE HARDWARE COMPANY,
Des Moines. F. H. Luthe, Pres.

KEEP UP STOCK BUT DON'T SPECULATE

Editor HARDWARE WORLD:

With reference to the policy that the retail merchants should pursue, be advised that our recommendations, to all of our customers, is to buy as they need the goods, as this is no market on which to speculate. We do not recommend that they allow their stock to run down to a danger point, but to keep it up, and, as above stated, keep away from speculating.

We firmly believe that any merchant who will follow this policy will make no mistake.

Yours very truly,
MICHIGAN HARDWARE COMPANY,
Per H. W. Spindler, Pres.

NO PROBABILITY OF DECLINE SOON

Editor HARDWARE WORLD:

As to the policy which should govern retail merchants, would say that it seems to us that the retail dealer is justified in buying now his supplies for at least the balance of this year. Our reason for this opinion is that we believe that if the dealer does not do this he will find himself short of seasonable goods when the demand is on.

Many lines of merchandise are already very scarce and this scarcity seems to be growing all the time. Prices are high and we would consider it inadvisable to speculate, but there seems to be very little chance for any heavy decline during the next few months.

A merchant with goods on hand to supply the wants of his customers will ordinarily make more money than the one who is short of goods and does not buy because he thinks prices are too high. With large crops and high prices for all food products, we believe there is going to be a heavy demand for hardware during the coming autumn.

Yours very truly,
HIBBARD, SPENCER, BARTLETT & CO,
Chicago. J. J. Charles, Pres.

ANTICIPATE STEADY ADVANCES ON MOST LINES

Editor HARDWARE WORLD:

We are pleased to advise that in our opinion there will be a steady advance in prices from now until the end of the present year at least, and that merchandise will be difficult to secure.

It is possible that some items will advance even higher than they were during the war period. The cause of these advances will undoubtedly be due to the price now being paid for labor. The fact that we have had little or no immigration into the country for the past few years and now that the peace terms have been completed foreigners are going back home by thousands. Just how long these conditions will exist is hard to say, but in the writer's opinion they will prevail during the balance or this year and possibly long into the coming year, if not longer.

Very truly yours,
THE EDWARDS & CHAMBERLAIN HDW. CO.
Kalamazoo. J. Charles Ross, Sec. and Gen'l Mgr.

PREPARE FOR BIG FALL AND WINTER BUSINESS

Editor HARDWARE WORLD:

We look for the biggest fall and winter business in the history of this country. While prices in most lines appear high, there is a scarcity of merchandise, and a big demand, and we advise country merchants to keep their stocks up. We believe they will have the biggest trade this year they have ever known, and their customers will not haggle with them about prices. The consumers generally, especially the farming element, have lots of money and are buying freely, and in our opinion the smartest merchants will be the ones who will have well assorted, complete stocks, and be prepared to take care of big business that seems sure to come.

Yours very truly,
GRAY & DUDLEY COMPANY,
Nashville. John M. Gray, Jr., Vice.-Pres.

C. Loofbourrow and A. Dickson have purchased the business of the Modern Plumbing Co., at Centralia, Wash.

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"WHAT POLICY SHOULD MERCHANTS PURSUE?"

KEEP STOCK WELL ASSORTED AND COMPLETE

Editor HARDWARE WORLD:

We confess that we are at a loss as to the advice to give anyone.

The economical and political conditions are so different from anything that we have heretofore passed through that the experiences of past years will be a poor guide towards enabling us to shape our policies for the ensuing months.

There is, however, the one paramount fact to be considered, and that is, if we have not the goods on hand we cannot sell them. We are also confronted with the extraordinary demand for goods, caused partly by the agricultural activities and partially by the fact that building and developing of all kinds have been at a standstill for the past three years, and are now experiencing a vigorous revival.

With these facts before us, in the writer's judgment there is going to be a continued business activity for some time, and our own policy will be to keep our stocks up to the limit of our ability to get goods. This, however, for early shipments, their output is not what it should be, and many of them are accepting orders only at prices ruling on date of shipment, thus indicating a fear on their part as to future conditions.

It seems that everyone, the past few months, is calling for goods and apparently paying what seems to be ridiculous and exorbitant prices for them; and notwithstanding the high prices that are ruling, labor is so well paid and the farmers are obtaining such high prices for their products, that they do not seem to be deterred from purchasing, irrespective of the prices we are compelled to charge for our wares.

We certainly do not advocate over or speculative buying, but we would impress upon our trade the necessity of keeping their stocks well assorted and complete for the next six months.

Yours truly,
CALIFORNIA HARDWARE COMPANY,
Los Angeles. Shannon Crandall, Pres.

EXPECT GOODS WILL BE HARDER TO GET

Editor HARDWARE WORLD:

We believe that merchants should pursue a liberal buying policy, for we believe goods will be harder to get this Fall than they are at present. At the same time, there should be no speculation.

The retail trade will undoubtedly buy liberally and the man who has the stock will make the sales.

Very truly yours,
Portland. FAILING-McCALMAN CO.

BUY ALL CAN PAY FOR

Editor HARDWARE WORLD:

Our advice to the retailer is to buy all that we can finance at once, as it is going to be a question of having goods rather than the prices at which they are bought, as we see conditions now.

Yours truly,
C. M. McCLUNG & CO.,
Knoxville, Tenn. Bruce Keener, Jr., Asst. Sec.

Mr. O. J. Ridenour, who was for four years general manager of the Star Expansion Bolt Co., and until recently the secretary and assistant general manager of the Wright-Marvin Air Craft Corporation, has again become associated with this company as vice-president and general manager.

BUY FULL REQUIREMENTS, ANTICIPATING WELL INTO THE FUTURE

Editor HARDWARE WORLD:

As to the policy that should govern retail merchants for their purchases during the ensuing months; we believe that the retailer should purchase immediately his requirements in all staple lines as far ahead as he can, without placing himself in a position of financial embarrassment.

We are of the opinion that very few prices, if any, will decline, while there will be many advances.

Now that the foreign fields are opening up, the "demand will be in excess of supply," and which will cause not only higher prices but inability to secure shipments within a reasonable period.

Our suggestion to the retail merchant, therefore, would be to buy his full requirements, anticipating well into the future.

We are very glad to give you our views at any time. We appreciate your good magazine, and look upon it as the most interesting hardware publication that we receive. Yours very truly,

SUMMERS HARDWARE COMPANY,
Johnson City, Tenn. J. A. Summers, Pres.

DEMANDS NORMAL IN ALL LINES

Editor HARDWARE WORLD:

From our observations and from conditions which are developing in the labor world, we believe that buying should be fairly generous in quantities. Prices from indications will not, nor can they, be reduced very much with such extreme wages being paid.

Speaking for our own section of the country (the Canadian West), we believe the demand will be normal in all lines, with a possible decrease in the sales of luxuries, but a steady growth in sales of staple lines.

We believe that each man in the hardware business should keep his stock well assorted, should do consistent and educational advertising continuously and by so doing inspire confidence and stability in the buying public. Yours truly,

THE J. H. ASHDOWN HDW. CO., Ltd.,
(Retail Department)
Calgary, Canada. Per W. J. Illsey.

SUGGEST STOCK HEAVILY AT THIS TIME

Editor HARDWARE WORLD:

It appears to us that the policy that should govern retail merchants in their purchases for the remainder of this year should be that they keep up their stocks well and buy heavier than they have during the past six months. It looks as though there will be no declines for several months to come, and we believe that retail merchants would do well to stock heavily at this time.

Yours very truly,
JELLICO HARDWARE CO.,
Tennessee. F. L. Smith.

VALUE THE "HARDWARE WORLD" MORE THAN ALL THE REST OF THE TRADE JOURNALS TOGETHER.

In enclosing check for the renewal of our two subscriptions, we want to tell you that we value the "Hardware World" more than all the rest of the trade journals together, and wouldn't think of missing a number.

GLENWOOD MERCANTILE CO.

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"WHAT POLICY SHOULD MERCHANTS PURSUE?"

CONSERVATIVENESS A SURE WINNER

Editor HARDWARE WORLD:

As to the policy that should govern retail merchants in their purchases for the ensuing months, we beg to say that no one is at this time in possession of such information as will enable him or them to give any advice that would be of any value.

A general policy cannot be made, as conditions surrounding the respective merchant must be taken into consideration as well as all conditions of price and manufacture, etc., but if everything that we hear and read, all advices that are given by men of finance, manufacturers, bankers, etc., are to be taken into consideration, the merchant who expects to care for his general requirements must buy and buy early. With the great exodus of labor, the shortage of immigration, there cannot be anything else than a shortage of labor, which will have a tendency to keep up the present wage scale and the high cost of merchandise.

There is one fact to be borne in mind—that no one has ever lost anything by being conservative. He might have missed the opportunity to make some big money by plunging, but on the other hand, conservativeness has always been a sure winner.

Respectfully yours,

SCHWABACHER HDW. CO.,

Seattle. Sol Friedenthal, Treas.

DELIVERIES SLOW—PRICES ADVANCING AND A GROWING DEMAND

Editor HARDWARE WORLD:

We do not find any conditions that would indicate adverse market influences in the near future. Instead, there has been a sharp recovery from the uncertain conditions which have prevailed for some time back. Advances along many lines have already gone into effect and there are more in sight.

There is no doubt but that manufacturers are experiencing great difficulty in holding up their output, and their costs universally seem to be increasing. With large crops and high prices to the producer everywhere, we can see a growing demand for merchandise ahead, and in our opinion the dealer who prepares for this business by buying freely in anticipation of difficulties in delivery for some considerable time ahead, will be acting wisely. Very truly yours,

THE THOMSON-DIGGS CO.,

Sacramento. C. F. Prentiss, Vice-Pres. and Mgr.

LOCAL CONDITIONS MAKE SPECULATION INADVISABLE

Editor HARDWARE WORLD:

Regarding the policy that should govern retail merchants in their purchases: On account of crop conditions in Montana, our advice to Montana merchants is to buy their immediate requirements from time to time, but not to speculate. Although the market is showing an upward tendency, we do not believe this to be sufficient reason for a merchant to overstock. We are following this policy, and believe if the retail merchants will do likewise they will keep their stocks and credit in better shape.

Yours very truly,

MONTANA HARDWARE COMPANY,

Butte. E. S. Woodland, Mgr.

C. W. Potter advises us that he has disposed of the Santa Paula Hardware Co., to F. G. Schulze at Santa Paula, Cal.

GENERAL TREND UPWARD, DELIVERIES SLOW

Editor HARDWARE WORLD:

Our opinion is that the trend of the general hardware market is upward. Deliveries from manufacturers are slow and getting worse each month. We believe dealers should anticipate requirements as far ahead as possible and should carry adequate stocks to take care of a good demand. Yours truly,

BAKER, HAMILTON & PACIFIC CO.,

San Francisco. H. J. Read, Gen. Mgr.

BUY EVERYTHING HE CAN GET HIS HANDS ON

Editor HARDWARE WORLD:

From our present experience the retail merchant who buys everything that he can get his hands on, will not be making a mistake.

Yours very truly,

NICOLS, DEAN & GREGG,

St. Paul. S. B. Dean, Secretary.

SAFE IN BUYING SIX MONTHS' REQUIREMENTS

Editor HARDWARE WORLD:

In our opinion any seasonable purchase for the next six months' requirements will be perfectly safe.

We believe, however, that the retail merchant should purchase freely and frequently from the nearest jobber that has his confidence—the one that can furnish reliable merchandise promptly and at the right price.

Yours very truly,

MOREHOUSE & WELLS CO.,

Decatur. W. Humphrey, Vice-Pres.

TRADE RUNNING HEAVILY ON LUXURIES

Editor HARDWARE WORLD:

We believe it advisable for any retailers to purchase his merchandise for fall at the present prices, in moderate amounts to take care of an average business.

Merchandise is so high that one hesitates to do any purchasing and dislikes very much to carry over into the next season, due to the uncertainty. It seems to us that we are in for an era of high prices. Just how far this will go and how long it will last we do not know, but it seems as if one manufacturer after the other and one employer after the other are compromising with their men, which means that the wages scale has advanced all along the line.

This being the case, there can be no decline in the near future. The inability of the manufacturer to make shipments on time makes it very difficult for the buyer to place his orders so that he will have stock on hand. The trade has run heavily to luxuries this summer and we believe the same will be true this fall. Possibly so much so that it is hard to tell what to buy and how much. Ever since May of this year, we have enjoyed an unusual business, and expect to do so this fall, as there has been very little let-up during the summer months, when it is usually quiet.

Yours very truly,

THE SMITH BROS. HDWE COMPANY,

Columbus, O. J. A. Deur.

Carlson & Lyons, South Bend, Ore., have recently been adding to their facilities and stock. They are doing a good business in plumbing, lighting and heating fixtures.

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"WHAT POLICY SHOULD MERCHANTS PURSUE?"

ANTICIPATE NORMAL REQUIREMENTS ON STAPLES—LET JOBBER CARRY STOCK ON NON-ESSENTIALS

Editor HARDWARE WORLD:

The situation governing the hardware market is very acute, superinduced by the critical state of labor conditions in the manufacturing centers.

It seems absolutely impossible at the present time to secure prompt shipment from factories, and when shipments are made, usually only part of each order is forwarded—so that our stock is usually broken and we are not able to give the kind of service which we did during the pre-war period.

It behooves the merchant who thinks, to anticipate his requirements, and in harmony with the jobber, give as long a period in advance, covering delivery of commodities to be used in future—as can be done in harmony with conservative business judgment.

Dealers should bear in mind the necessity of supplying the daily wants of the consumer, and remember that staple commodities will move in about the same volume under normal conditions, year by year; and they should anticipate their requirements in these commodities, leaving the non-essentials to be drawn daily from the jobbers' stock.

Very truly yours,
WHITON HARDWARE COMPANY,
Seattle. John F. Welborn, Pres.

INCREASINGLY DIFFICULT TO SECURE GOODS

Editor HARDWARE WORLD:

As to our views upon the policy which should govern retail merchants for the coming months, we are very much at sea as to what a right policy should be, but we believe that it would be wise for the small retailer to purchase carefully—not in large quantities, but with the view to securing the largest turnover possible.

We are inclined to believe that for the next six months at least it will be increasingly difficult to secure goods and that prices in a number of lines will continue to advance.

Trusting that this information may be of some service to you, we remain,

Yours very truly,
THE JENNISON HARDWARE CO.,
Bay City, Mich.

THOSE THAT HAVE THE GOODS WILL SELL THEM

Editor HARDWARE WORLD:

We believe that retail merchants should buy liberally their needs for three months ahead; goods will be short and transportation will be, in our opinion, very poor and deliveries delayed a great deal, especially where you are situate some distance from the market.

It always has been our policy to anticipate our wants as much ahead as possible, watching the market conditions and taking everything in consideration.

Business in this section seems to be very good and we look for big crops; those that have the goods on hand will sell them, those that wait too long will not even have a chance to get them.

Sincerely yours,
Laredo, Texas. A. DEUTZ & BROTHER.

BUY FULLY TO COVER NEEDS FOR NEXT SIX MONTHS

Editor HARDWARE WORLD:

There is every indication that the hardware merchants of the Inland Empire will have a very prosperous fall and winter, and as most of the manufacturers are producing only a small percentage of a normal output, there will no doubt be considerable shortage of goods, and the hardware merchants located in the agricultural or lumber districts should keep their stocks well rounded out, as undoubtedly they will have a very excellent trade.

Almost everything in the hardware line today has an upward tendency in price. Therefore, the merchant has nothing to fear in price declines for the next six to nine months.

To sum up, I should say the hardware merchant should buy fully to cover his needs, which will likely be very large during the next six months.

Yours truly,
HOLLEY-MASON HARDWARE CO.,
Spokane. Roy R. Gill, Vice-Pres. and Gen. Mgr.

KEEP STOCK EVEN ABOVE NORMAL

Editor HARDWARE WORLD:

We believe the merchant should keep up his stock, keep it well assorted and should buy better qualities of merchandise.

The immense crops, which will be harvested mean that the farming communities will have an abundance of money. They are buying better grades of goods and the merchant who keeps up his stock and puts his stock in the best possible shape to supply this demand is the one who will reap the benefit from it.

We cannot at this time see any possibility of any decline for the next five or six months and for that reason advise keeping stocks up to even above normal.

Yours very truly,
BECK & CORBITT IRON CO.,
St. Louis. Wm. L. Niekamp, Pres.

THESE JOBBERS PRACTICE WHAT THEY PREACH

Editor HARDWARE WORLD:

We think it would certainly be to the interest of every retail merchant to anticipate his wants as far ahead as it is possible for him to take care of. We can see nothing but advance prices on all commodities, and the scarcity of materials. Advances are already coming thick and fast, and in our opinion trade demands will justify this move.

Expansion in building has been throttled to some extent and will be for some time, but trade demands and the outlook are sufficient for merchants to provide well.

We believe that the merchant who has already stocked up heavily or will buy now would make no mistake. We are pursuing that course.

Yours very truly,
E. L. WILSON HDW. COMPANY,
Beaumont, Texas. John L. Keith, Pres.

Adams & Co.'s hardware store at Kelso Wash., was recently destroyed by fire, the loss approximately being $12,000, with an insurance of $8000.

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"WHAT POLICY SHOULD MERCHANTS PURSUE?"

SAFE ON ANTICIPATING NEEDS TO GREATER EXTENT

Editor HARDWARE WORLD:

One word covers our advice and that is to "anticipate." Conditions from prompt delivery are not improving, the threatened railway strike might tie up the transportation of the country for an indefinite period.

The factories are slow on delievery and while there has been some decline in prices in the past few months, there is now a stiffening up and very little prospect of any further decline. A merchant is, therefore, safe on anticipating his needs to the greatest possible extent. The sooner he has the goods on the shelf, the better position he is going to be in to serve his trade during the fall season.

Very truly yours,
TOWNLEY METAL & HARDWARE CO.,
Kansas City, Mo. J. M. Townley.

GOODS SCARCE AND HARD TO GET—NO INDICATION OF LOWER PRICES

Editor HARDWARE WORLD:

In considering the policy which a merchant should follow in arranging his purchases for the coming months, it is well to consider that the underlying conditions have cnanged very greatly since early spring.

At that time everything was uncertain, no one knew what to expect. There were prophets who foretold a quick and early return to lower prices; there were those who thought otherwise, and the conditions which have developed seem to us to indicate strongly the covering of all reasonable needs for the fall months.

Contrary to expectations, goods have not become plentiful, at least in many lines. They are just as scarce, just as hard to get as they were during the war. There is nothing in sight to indicate lower prices and the whole situation, to our mind, dissolves itself into the question of a dealer taking care of his requirements.

Very truly,
Council Bluffs. EMPKIE-SHUGART-HILL CO.

EXPECT GOODS TO BE SCARCE

Editor HARDWARE WORLD:

From every indication, as far as we have been able to see, it looks as though prices were very firm, and in some instances being advanced. Also, that goods are rather hard to secure, especially does this apply to some particular lines, and while our policy and our advice to our customers for the past several months have been "cautious buying," we believe, however, that retail merchants in order to be sure of having the goods on hand, should make their purchases early and ask for prompt shipment, as the indications are that goods will be scarce and that prices will not decline in the near future.

Yours truly,
McLENDON HARDWARE COMPANY,
Waco. J. W. Tabor, Manager of Sales.

SUPPLIES IN JOBBERS' HANDS WHOLLY INADEQUATE

Editor HARDWARE WORLD:

We are advising all of our customers to buy freely but not heavily for the balance of this year.

It looks as though the supplies in the hands of the jobber today will be wholly inadequate to take care of the merchant this fall. We are, yours respectfully,
Davenport, Ia. SICKELS & PRESTON CO.

GENERAL TREND UPWARD—HIGHEST PRICES NOT YET REACHED

Editor HARDWARE WORLD:

Our advice is, as it has been for many months past, that purchases be continued with a feeling of optimism for the continuance of the present business conditions. We believe that the general trend of merchandise is upward and that the highest prices in merchandise, especially in hardware items, has not been reached.

The increase of wages in Eastern manufacturing centers to meet the high prices of living requirements, the evident shortage of labor, especially skilled, and, above everything else, the unquestionable great demand for all sorts of manufactured products will tend to keep prices as they are and to raise them materially if the same conditions continue to prevail, and we see no signs indicating that they will not.

The wise merchant, for the past four years, is he who has paid no attention to the pessimistic talk of reductions in prices and has kept his stock intact and ready to meet the demands of his trade and he is the one who is on top today and can point to his bank account as evidence of the wisdom he used.

"Wise" Merchants Lose Business

There are a lot of merchants who are sitting on their counters and telling the visiting traveling man that they know that prices are going down and in their superior wisdom are going to hold off buying goods which they are having calls for every day. While they are reciting this statement, their customers are going to a competitive store where the line has been kept up and they are not only making these purchases but continuing to be customers of the store where they can be served without excuse talks of "when prices go down, we will buy again."

We see no chance whatever for any merchant having a live trade to do else than make money on wise and conservative purchases for future requirements.

High prices for labor, food, clothing, luxuries and all other things are here to stay and are higher than they were in the pre-war period. Of course, when prices were one-half of what they are today, there was just about one-third the money floating around in circulation and the man who has to pay $50.00 for a suit today which he could buy for $25.00 four years ago, is probably receiving double the wages that he did in those days.

Labor has the upper hand now and is more insistent in its demand than is the merchant or manufacturer who is still up against competition and who is forced to raise his prices because he has to pay more for his goods which he handles.

We are urging our friends among the retail dealers to make their purchases for next spring. We say, therefore, that the merchant is wise who will cover himself for his requirements until next July 1, especially items in the steel, leather and cotton goods.

Politicians Can't Change Fundamental Rules of Supply and Demand

Despite congressional investigations and yelps of politicians against profiteering, which is a bugaboo raised in their own minds more than anything else, prices will continue to be higher and get higher as long as there is an insistent demand for merchandise and less capacity for production. Even politicians cannot change the fundamental rules which govern supply and demand.

Facts are facts; trade, like water, will seek its level despite the narrow partisan policies of the average politician, seeking by long means to gain the plaudits of the crowd.

Yours truly,
THE LEE HARDWARE COMPANY,
Salina, Kan. C. L. Schwartz, Vice-Pres.

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$3 per set of three
Rockies West, $3.25
Canadian Price, $4.50

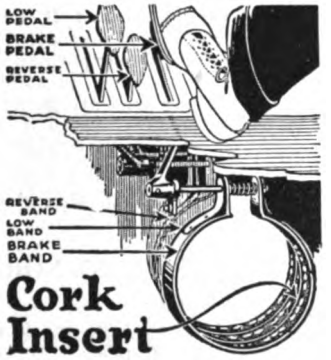


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"WHAT POLICY SHOULD MERCHANTS PURSUE?"

FRANK EXPRESSION FROM TIRE MANUFACTURER

Editor HARDWARE WORLD:

In regard to the proper policy to be pursued by tire merchants in their purchases, may we say that to our minds the thing to do for the next few months will be to buy for current needs only.

It certainly looks at present as though there would eventually be higher prices for tires than those now in effect, this belief being based upon the trend of prices that we look for in connection with both fabric, rubber and labor. These are all conditions of the rather distant future, however, concerning which we believe it too early to take definite action and since at present there seems to be other trade considerations aside from actual cost of goods which are having a marked influence upon tire prices and of whose trend we are not sure, we would prefer not to be quoted one way or the other as regards the immediate trend of tire quotations.

Will you kindly, therefore, please see to it that our name does not appear in connection with any of the above?

NO LOWER PRICES FOR SOME TIME TO COME

Editor HARDWARE WORLD:

We have always preached the gospel of preparedness to the jobbers and have always urged them to place their orders far enough in advance of their requirements so that our factories would be able to give them the kind of service which every jobber likes to secure.

We believe at this time, in view of the present high prices of all materials and the high cost of labor, both of which seem to be on the increase rather than the decrease, it is to every jobber's advantage to place orders now.

In all markets you will find the opinion expressed by those who watch these matters very carefully that no lower prices are looked for for some time; and in the case of the copper market, we have noticed a steady increase for the last 30 to 60 days, and this increase was predicted some time ago.

There will be lower prices on raw material and labor, but not for some time to come, and we believe, as stated above, that the foresighted jobber is keeping his stock well filled rather than living from hand to mouth.

Very truly yours,
THE ZINKE COMPANY.

MERCHANDISE HARD TO OBTAIN

Editor HARDWARE WORLD:

We have never been a believer in either overstocking or trying to overstock our customers. However, the situation at the present time, as we view it, is a little abnormal. We believe the merchant should carry sufficient stock to carry him over the next two or three months. Merchandise in all lines is very hard to obtain and we believe the prices to be staple. If anything, they will advance rather than decline in the next few months.

Our policy is to purchase goods to carry us for the next three months, if we are able to obtain them. In some lines the deliveries are very slow and we cannot get deliveries inside of three months.

Very truly yours,
GAVIN-WILLIAMS CO.,
San Diego. P. W. Gavin, Mgr.

TREND OF PRICES STILL UPWARD

Editor HARDWARE WORLD:

It is our opinion that the policy governing the merchants in their purchases for the next few months should be given considerable thought. How many have sat down and inventoried and gone over carefully in their minds conditions of today as compared with conditions during the war in the year 1918.

Many of us, after going over this carefully, will readily realize that today it is harder to get merchandise than it was during the war period. Not only is it harder to get merchandise, but the trend of prices is upward, at least until the first of January, 1920. In our opinion the merchant is in no way taking a chance or subjecting himself to any fear or loss if he will stock up on all of his requirements for the next few months up to and including January 1, 1920. We are fully aware that the demand is here for merchandise and the demand is far exceeding the supply, which means higher prices, as we all know that the prices are governed by the law of supply and demand.

Not only is the demand exceeding the supply at the present time, but all indications show that this will be the case for the next few months, and the retail merchants should be prepared to meet to the best of their ability the demand which is bound to continue until such time as the supply will draw nearer to the level of the demand, which objective is quite far in the distance, as is evidenced by the fact that the factories at the present time are withdrawing their prices, indicating further advances. Also, take it in the automobile business itself, how many kinds of automobiles can you go and buy, receiving immediate delivery on same?

Anticipate Big Fall and Winter Business

Again, after ordering your automobile, what assurance can you get as to delivery? This in itself shows plainly that the supply is not there and which brings about the fact that the man owning the second-hand automobile is going to hang on to it until he is able to secure a new one, which keeps up the accessory and repair business to top-notch, and it looks to us as though this winter will be the greatest business-producing winter we have ever experienced. The merchants, therefore, that have stock on hand to meet this demand are the merchants who are going to profit by this increase in winter business which is bound to come during 1919.

Yours very truly,
REYNOLDS & REYNOLDS,
Tacoma. By A. J. Moncrieff, Sales Mgr.

KEEP STOCK UP TO NORMAL

Editor HARDWARE WORLD:

Our advice would be to keep stock up to normal requirements regardless of price. Have what your customers want when they want it, if it can be had.

Don't over buy in any line regardless of all inducements.

Yours respectfully,
Columbus. THE GRISWOLD-SOHL CO.

DECLINING MARKET NOT YET IN SIGHT

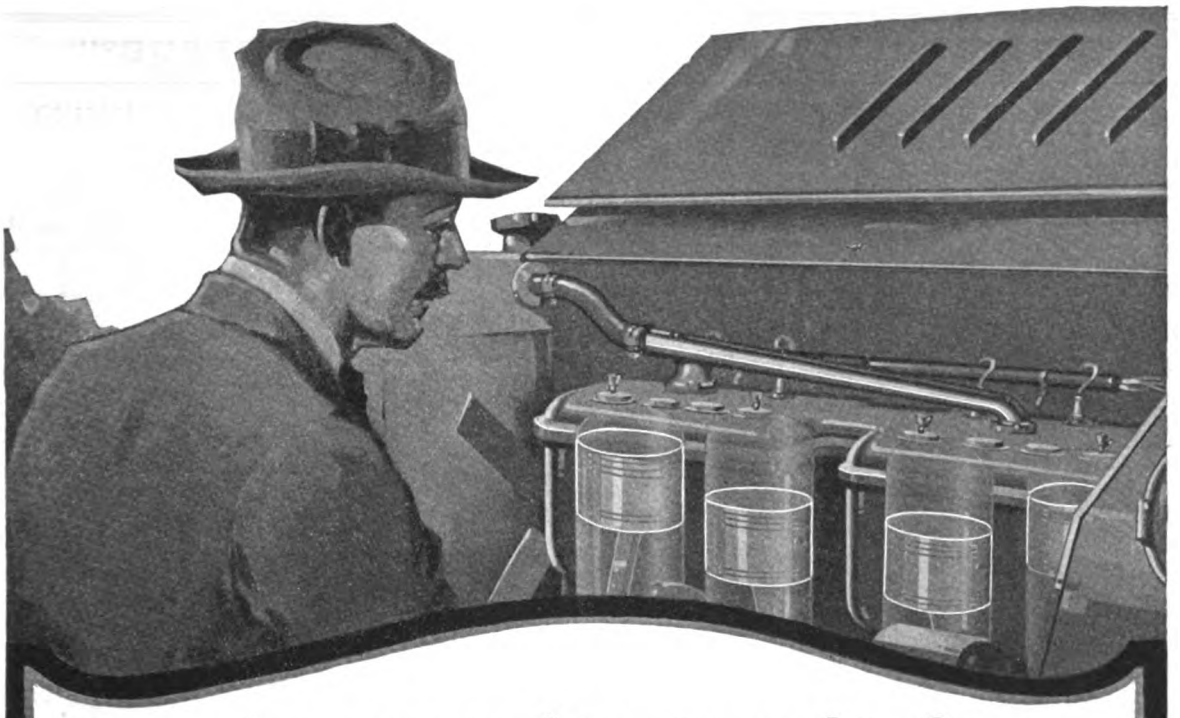
Editor HARDWARE WORLD:

Our advice is to buy for your requirements.

Our opinion is that a declining market is not yet in sight.

Yours truly,
WESTERN RUBBER & SUPPLY CO.,
Los Angeles. H. H. West.

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DISTRIBUTORS OF S. & F. LUBRICANTS

Kimball-Upson Company, Sacramento, Cal.; W. E. & W. H. Jackson, San Francisco, Cal.; East St. Louis Gasoline Co., East St. Louis, Ill.; National Electric & Auto Supply Co., Peoria, Ill.; W. J. Holliday & Co., Indinapolis, Ind.; Roehm & Davison, Detroit, Mich.; Kelley-How-Thomson Co., Duluth, Minn.; Richards & Conover Hardware Co., Kansas City, Mo.; Flanigan Warehouse Co., Reno, Nev.; Geo. W. Ward & Co., Cincinnati, Ohio; Chanslor & Lyon Co., Portland, Ore.; The Fisk Co., of Texas, Dallas, Houston, San Antonio; Motor Mercantile Co., Salt Lake City, Utah; Union Hardware & Metal Co., Los Angeles, Cal.

NORMAN COWAN, Pacific Coast Rep., San Francisco, Cal.

SCIENTIFIC LUBRICANTS for SCIENTIFIC LUBRICATION

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"WHAT POLICY SHOULD MERCHANTS PURSUE?"

NO TIME TO SPECULATE, BUT YOU MUST HAVE GOODS TO DO BUSINESS

Editor HARDWARE WORLD:

We recently issued a letter to our traveling force, advising them that in view of the fact that the whole world was practically drawing upon the manufacturers of the United States, and that a tremendous business had developed since the signing of the peace treaty, that we were ordering goods sufficiently to carry us into the fore part of next year, and we saw no good reason why they could not advise their trade to do likewise.

Apparently the difficulty in the next two or three months will be for the merchant to get his orders filled. We do not believe that this is the time to speculate; at the same time we feel that if a merchant is going to successfully handle his business, he will have to anticipate his wants, for at least a few months.

Yours truly,
HOLBROOK, MERRILL & STETSON,
Per H. Morris, Pres.

QUIT ANALYZING CAUSES, ACCEPT ADVANCES

Editor HARDWARE WORLD:

Fall and winter trade will be large in all sections. Right or wrong, merchandise will be higher. We have quit analyzing causes; we accept advances without comment.

The dealer who does not speedily anticipate his next six months' necessities will fail to have hardware when he needs it, and will pay more for what he does secure.

Yours very truly,
W. H. RICHARDSON & CO.,
Austin, Tex. W. H. Richardson, Jr., Vice-Pres.

MISTAKE TO ALLOW STOCK BELOW NORMAL

Editor HARDWARE WORLD:

We have tried to keep very close tab on the conditions of merchandise that we handle. We do not believe that it is possible for anyone to make a very accurate prediction of future market conditions. We therefore have adopted the policy of buying for our needs, keeping our stock up to a normal quantity sufficient to take care of the demands of our trade. Our advice to all merchants is to pursue the same policy.

One great mistake that many merchants have made during the last few years was to allow their stocks to run down below normal, expecting a decline in prices. The result of this policy has been that the mail order houses have reaped a harvest, while the legitimate merchants have lost a large volume of business.

So the best advice that we can give is to buy a sufficient amount of merchandise to take care of your business, and not buy long or short.

Very truly yours,
Portland. BALLOU & WRIGHT.

S. Patton & Sons have purchased the hardware and implement business of Garrette & Thomas, at Arbuckle, Cal. They are remodeling their building preparatory to installing a general department store. They will have a very attractive building when the work is completed. They are materially adding to their stock. A. L. Clare will continue to look after their interest as manager of the hardware and agricultural implement department.

DEMAND CONSTANTLY INCREASING

Editor HARDWARE WORLD:

The best way in which we can give you our views as to the policy which should govern merchants in their purchases for the ensuing months, is to send you the enclosed copy of our circular letter dated may 20, which, at that time, was more or less a prophecy.

Time has demonstrated the correctness of our statement and we are now more firmly than ever of the opinion that merchants, particularly in the automobile accessory line, had better get their orders in in time to give the factories an opportunity to fill them with manufacturing facilities now available, as it is very obvious that it cannot be more than a few months now when the demand for automobile accessories will be so great as to tax the facilities of the manufacturers and if the buying is left until this demand is felt it will mean loss of sales through delayed deliveries.

There is now no further need of merchants holding back awaiting decrease in prices which many have been expecting, as it is certain that the trend in prices is not down but up, and by buying now they not only protect themselves against delayed deliveries but against the increased prices which are bound to come.

Very truly yours,
THE BLACK & DECKER MFG. CO.
Baltimore. G. W. Brogan, Adv. Mgr.

KEEP WELL ASSORTED STOCKS

Editor HARDWARE WORLD:

We do not know as our opinion is of any value, but so far as we can size up the situation there is no indication that prices will be appreciably lower during the balance of 1919, and our advice to merchants is to keep their stocks well filled, anticipating their requirements as much as possible, and be careful not to overstock on goods that are liable to sudden changes in price. In other words, to keep their stocks well assorted and place small orders often rather than large orders seldom.

This is our best judgment and you can use it if you desire.

Yours very truly,
BUTTERFIELD & CO.,
Derby Line, Vt. F. S. Laythr, Asst. Treas.

W. L. Shearer is planning to erect a new warehouse for the accommodation of his implement stock at Toppenish, Wash.

EX-PRESIDENT ARNDT OF NEBRASKA ADMIRES THE HARDWARE WORLD.

We cannot help but admire the up-to-date, live wire magazine you are publishing. It certainly has the right ring.

We believe the retail interests are always well considered in the pages of the "Hardware World."

Our customers have been keeping busy and our time has been fully taken up by them, but we look forward to a very bright business future.

F. W. ARNDT,
Arndt Hardware Co., Blair, Nebr.

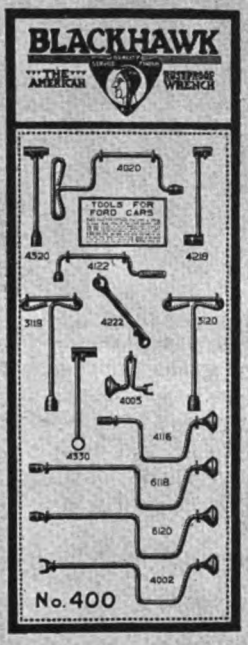
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BLACKHAWK

QUALITY SERVICE FINISH

A-1

RUST-PROOF WRENCHES



The name Blackhawk on a wrench stamps that wrench as an accurate fitting, dependable tool—an appropriate wrench for expert machinist or skilled mechanic.

Sockets are machine turned from the solid steel bar and broached out. Every wrench is finished by the famous Parker rust-proof process.

Individual wrenches, standard combination sets, attractive display boards for dealers.

Every Blackhawk Wrench is guaranteed.

Write for catalog and prices.

Manufacturers: We make wrenches according to specifications.

American Grinder Mfg. Co.

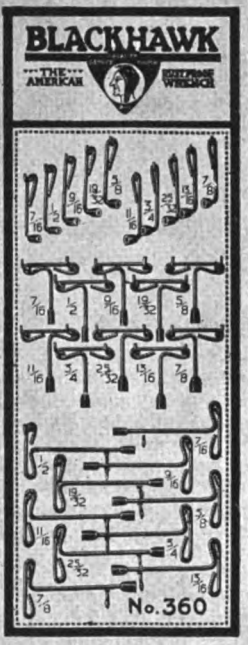
MILWAUKEE, WIS.

Represented by

C. N. & F. W. JONAS

OFFICES AT

Transportation Bldg.....Chicago
Equitable Bldg.....Los Angeles
111 New Montgomery St., San Francisco
616 Pioneer Bldg.....Seattle













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"WHAT POLICY SHOULD MERCHANTS PURSUE?"

DON'T HANDICAP YOURSELF BY HOLDING BACK

Editor HARDWARE WORLD:

As regards the purchase policy which should govern merchants for the immediately ensuing months, will say that the problem is, of course, an especially difficult one.

Shortly after the armistice was signed there was a slight slump in prices, but the market steadied very quickly, and thereafter changes seemed to take the form of a readjustment with about as many advances as there were declines.

During the past thirty days, we have found a rather sharp upward tendency on a good many things, and an increasing difficulty in procuring stock on certain lines.

Personally, we do not think that any drastic reductions can be expected for something over a year at least. Neither do we look forward for any general heavy advance during that time.

We believe business is going to be good. We do not believe conditions justify speculative buying, but we do thoroughly believe that the merchant who handicaps himself through withholding specifications to cover normal requirements because of an expectation of a reduced market will be making a serious error.

Yours very truly,
THE BECKLEY-RALSTON CO.,
Chicago. J. C. Ralston.

SHOULD ANTICIPATE SEVERAL MONTHS' REQUIREMENTS

Editor HARDWARE WORLD:

My opinion is that retail merchants should place orders immediately for their fall requirements, though they should not buy more than they are sure they can sell during the fall. Indications are that we will have higher prices on most lines and extreme scarcity in a great many lines, and I cannot see anything to indicate lower prices. Therefore the merchant is taking no chances in placing his orders, but, on the other hand, is taking serious chances of being out of goods when he has calls for them, and in a great many cases having to pay more for them.

While a merchant never knows exactly how much goods of a given line he will sell, he always knows approximately how much he will sell, and by purchasing this amount, in case of better business than he anticipated he has enough to carry him well into the fall, which gives him time to secure more. I do not believe that the present high prices will exist forever, and I would therefore not advise buying more than for this fall's requirements, but farther ahead than that I do not believe anyone is in position to advise.

Yours very truly,
RUSSELL HARDWARE COMPANY.
McAlester, Okla. Fred C. Russell, Pres.

The Tomkins Hardware Co., Glendale, Cal., has recently purchased the hardware and housefurnishing business of the Bosserman Hardware Co., Glendale, Cal. C. O. Tompkins is a native of Bay City, Mich. C. E. Neale, who was interested in the old firm will act as manager and buyer, and will continue his interest in the new firm. It is their intention to materially increase their stock of hardware, sporting goods and auto accessories. They are now making extensive alterations, with a view to having the most complete stock in their locality.

DEMAND EXCEEDS SUPPLY

Editor HARDWARE WORLD:

Many manufacturers of automobile parts supplying both the car manufacturers and the hardware trade undoubtedly find themselves in the same position that we are in, which is that the demand exceeds the supply, and by necessity the automobile manufacturers' orders must come first.

We, therefore, suggest placing orders well in advance of requirements.

Very truly yours,
THE BREWER-TITCHENER CORP.,
Binghampton, N. Y. R. L. Brewer, Sales Mgr.

GREATEST TROUBLE WILL BE TO GET STOCK

Editor HARDWARE WORLD:

During the past six months conditions have so changed that the retail hardware merchant is now buying ahead and placing his future orders.

The general public seems to be buying freely, and we are convinced that our greatest trouble this fall will be in securing sufficient stock to take care of the demand.

Yours very truly,
LARSON HDWE CO.,
South Dakota. J. G. Culver, Sales Mgr.

THE MAN YOU MIGHT HAVE BEEN

The man you might have been
You surely still can be;
There is no aim nor place
Too high or great for thee.

The man you might have been
You ought to be and can;
Be strong, have faith, look up,
Resolve to work and win.

The man you might have been
You still can be, 'tis true;
Today but claim your own,
And your own will come to you.

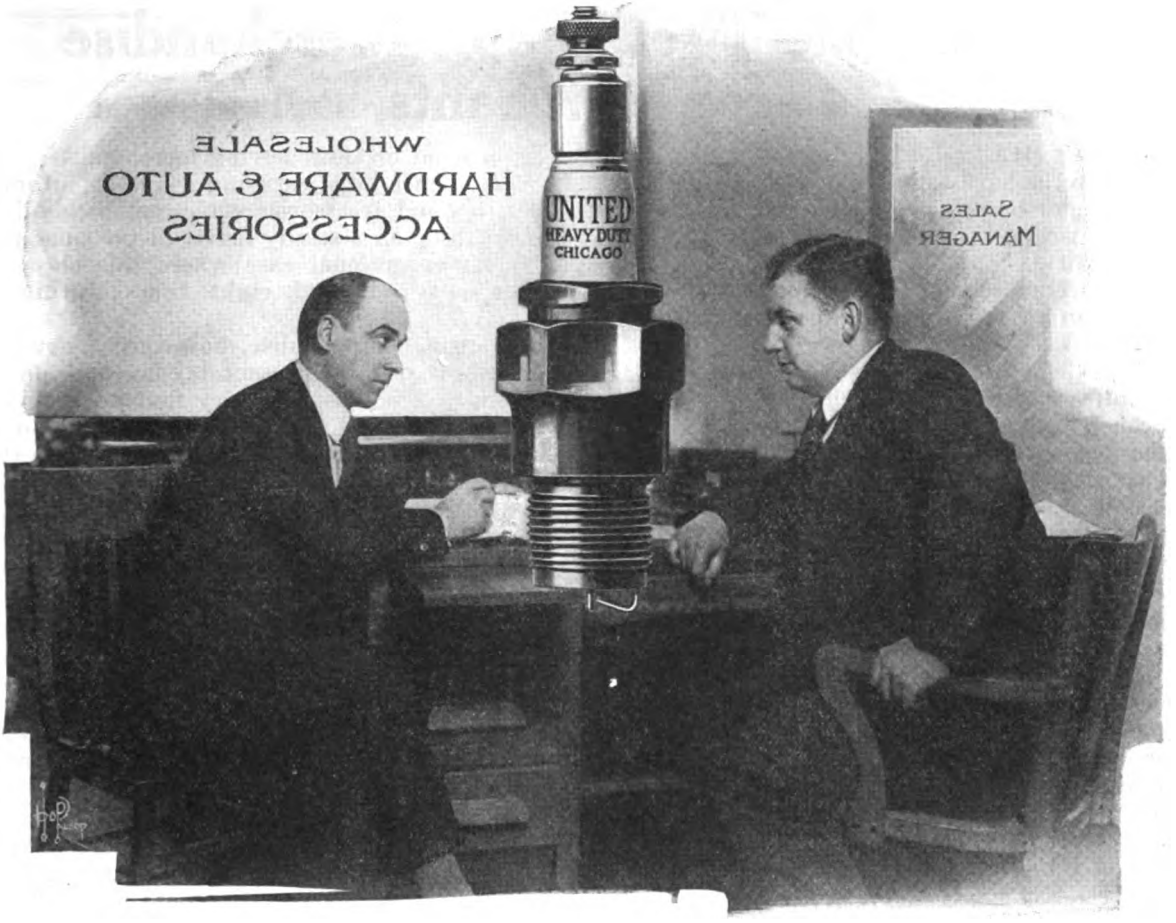
The man you might have been
You want to be— you must
Be brave, take heart, fight on,
To your real self be just.

The man you might have been
You surely yet will be;
The best of life is yours,
Since God has charge of thee.

—Grenville Kleiser.

Every business establishment must realize that success depends upon the customer. As long as he is satisfied and the conditions are right, he will spend freely. But if he does not come and does not spend his money, the trouble is not with the customer, but with the proprietor and the salespeople.

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"These UNITED Plugs are Repeaters—

dealers who bought before practically doubled their orders this time.

UNITED

Made for a Purpose —Consistent Ignition

"My dealers **know** plugs and they are quick to buy. They can see that United Plugs are superior and the profit is attractive.

"And that carton! They are wild over it because it stands out.

"They claim United Spark Plugs stand up under the racking tests of tractor and truck service in the field, and a plug that stands up in that kind of heavy duty, certainly delivers satisfaction in passenger car service.

"I'm for United Spark Plugs because they please dealers and their customers. I'm going to push those plugs to the limit in the future."

RETAIL PRICE

Heavy Duty	**Junior Type**
(for trucks and tractors)	**(for Passenger Cars)**
$1.00	**75c**

Ask your jobber for the Plug in the Yellow Checkerboard Box

UNITED MANUFACTURING & DISTRIBUTING CO.
LAKE SHORE DRIVE AND OHIO STREET **CHICAGO, ILLINOIS**

New York Representatives
GRAY-ANDREWS CORPORATION
73 Warren St., New York

Pacific Coast Representative
A. C. RIDDELL,
Marvin Bldg., San Francisco, Cal.
Higgins Bldg., Los Angeles, Cal.

New England Representatives
DOUBLE-WIN COMPANY
161 Massachusetts Av., Boston.

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Automobile Tires, Staple Merchandise for Merchants

IT HAS BEEN a matter of but a few years since the hardware dealer was initiated into the now large society of automobile tire sellers. I can well remember when to mention this commodity as a source of revenue to the average hardware merchant was to place yourself in the position of a target for his abuse and ridicule.

This condition was not only confined to the country hardware dealer but was even more pronounced when interviews were had with the jobber. It was a hard fight, this pioneering, but with the results that are usually obtained by good arguments and hard knocks — "success."

Today there is hardly a general merchandise, hardware, sporting goods, harness and saddlery dealer, garage or vulcanizer, who does not carry some line of tires and their accessories, nor is there a jobber who has not found that to be without these commodities is to be in a way considered out of the running.

Sure and Steady Growth

All of this has not taken place without good reason. There has been a sure and steady growth to the automobile industry as a whole which has been reflected in the tire end. As the automobile itself became considered a practicality instead of an experiment, many people took on its use first for pleasure and now, as today shows, a means of transportation for passengers and freights which is surpassing in efficiency even the best equipped railroads in existence.



L. G. LEHOUSSE

District Manager for Charles F. U. Kelly, Inc., who are National Representatives for the Dreadnaugfht Tire and Rubber Company. The Dreadnaught Tire's wonderful success and increased business on the Pacific Coast through the efforts of Mr. Lehousse, has necessitated much additional equipment in the factories at Baltimore.

The money invested in tires by automobile users every year shows in dollars and cents amounts that sound like Liberty Loans. The registration of automobiles in the State of California alone is over the half million mark. As each car will average at least five tires a year and each tire approximately $20 in cash, it is easy to see the size and importance of this usage.

Rapid Turnovers

The dealer who years ago turned his stock over once or twice a year now realizes the importance of making rapid turnovers so that his money is constantly at use instead of lying idle in dead or slow moving merchandise. As a consequence he is carrying a line of automobile tires and accessories which experience has shown to be on a steady move all the time and it is no exceptional case where this class of goods moves six and eight times during a season.

Knowing merchandise, however, is not the only essential to the present day business man's makeup. It is also necessary that he keep informed on general trade conditions in the automobile industry, important among which is the number of various makes of cars and their factory outputs, registrations of his particular district and the demands of his trade. Last, but not least, he must be a publicity man for the trade and for the things that affect the trade, such as highways, bond issues, state laws and local regulations and points of interest and the traveler's destinations.

Advertising and publicity have played their part well in bringing the industry to the front. It would be hard to realize what the average newspaper would look like without its automobile section. On the Pacific Coast there is the added advantage of increased tourist travel and the opportunity of the dealer to point out places of interest to motor to as well as emphasizing the commercial features and the comforts of suburban travel.

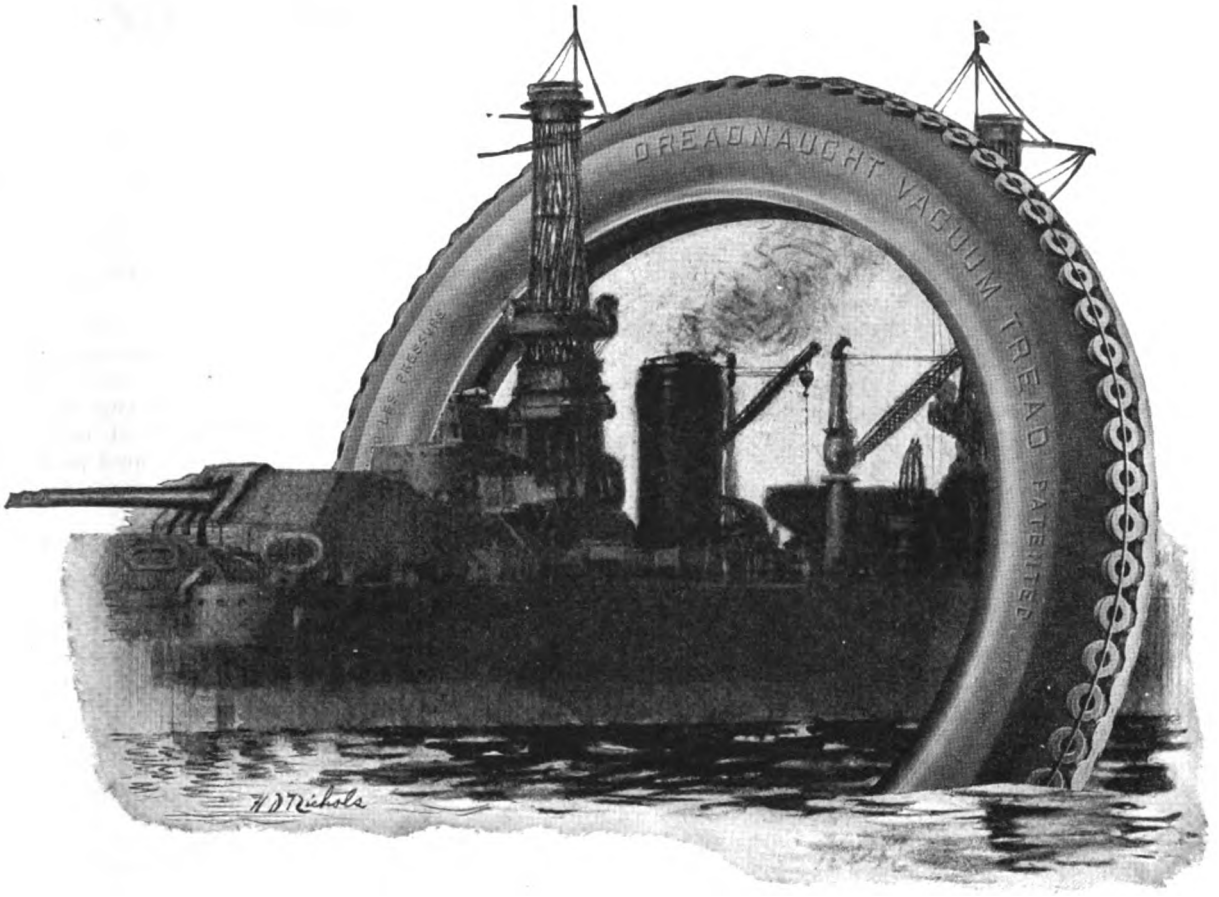
Too much cannot be said in favor of the trade journals which are constantly at the command of the dealer and which keep him informed on trade conditions. These publications are nationally read, for they contain live matter that particularly interests the dealer.

All Should Encourage Good Roads

One thing that is of most interest to the dealer is the matter of good roads. The growth of the automobile business has developed the extreme necessity of all-year highways throughout the length and breadth of the country.

In small areas, road construction presents few difficulties. France, which is smaller than the State of Texas, but much more thickly populated, boasts of excellent roads and it was this one thing more than anything else that afforded

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DREADNAUGHT TIRES

STAMINA—That is the word—stamina, the inbuilt capacity to endure. It is this enviable quality which empowers DREADNAUGHT TIRES to yield mileage in excess of the popular guarantee.

6000 MILES GUARANTEED

Manufactured by

THE DREADNAUGHT TIRE & RUBBER Co
BALTIMORE, MARYLAND

Pacific Coast Distributors:

ARNOTT & CO., Inc.
112 S. Los Angeles St., Los Angeles, Cal.

THE AUTOMOTIVE SUPPLY CO.
1558 Broadway, Denver, Colorado

THE P. J. CRONIN CO.
129 First Street, Portland, Oregon

DREADNAUGHT TIRE AGENCY
1200 East Pike Street, Seattle, Wash.

DUNHAM, CARRIGAN & HAYDEN CO.
2 Kansas Street, San Francisco, Cal.

STREVELL-PATERSON HARDWARE CO.
Salt Lake City, Utah

WARE BROTHERS, 123 Howard Street, Spokane Wash.

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such quick mobilization of her forces in 1914 and saved Paris from falling before the Prussian hordes.

In a country so vast and so thinly populated as is a considerable part of the United States the problem is vastly different. Some of the Eastern states possess remarkably good roads, their population is dense, the people travel much, and money appropriations have been freely made for highway improvement.

The states on the Pacific Coast have, too, been liberal in appropriations for road construction. Only recently our own State of California passed a bond issue for $40,000,000 and this, together with work already done by this state and the separate counties, will put the West in the front, among the states of the Union in road construction.

The problem is to reach the West through the thinly settled middle states, where for miles one sees little human habitation. The Lincoln Highway Association has done good work and is trying to secure Federal help, so that the West will be easily accessible to all parts of the country. The travel that would come through these transcontinental highways would be enormous and it is easy to see of what benefit they would be, not only to the automobile tire and accessory man, but to every line of business.

It is for the present realities of the business as well as the great future of the industry why tires should be in every available locality and if the hardware dealer wants to be in the swim, he is either already a member of the now large society of automobile tire sellers or intends to enter the field in the very near future.

The crochety customer is the loyal one—for those who win him.

A smile is worth good money, for it is an asset. Don't be too economical of cheery, honest-to-goodness smiles.

The man who is indignant or even on the defensive in the first hint of criticism is the worst kind of egotist. Worse than that he is too conceited to learn.

And, after all, it's a pretty hard personal slam at your customer to talk "price comparison" to him; it indicates you think he is cheap enough to overlook quality for price.

The glory of work — yours, mine, everybody's—is the chief glory of life. It is not gold or silver, or education or culture; it is not honesty or virtue, or anything which we may possess, which makes our lives worth living. Our success or failure depends on what we do with what we have.

REPAIRS TO AUTO WINDOWS

Nothing so mars the appearance of an auto top as cracked, broken or torn out rear windows. If motorists knew how easily this condition could be remedied there would be fewer tops appearing in such a shabby condition.

The work can be done by the car owner himself in an hour of his spare time and the necessary materials — sufficient transparent sheeting and a tube of pyroxylin cement—may be purchased at any auto supply store.

The windows are sewed in with a double row of stitches. First cut the inside row of stitching. Leave the second row. Then cut out the broken light, leaving a strip about one-half inch wide all around and held in place by the stitching left intact. Cut the new pane the right size and cement it to the edges left on the old pane.

This method makes the cost of the replacement less than a dollar.

The success of the method depends on using the right kind of cement; in short, one made on a pyroxylin base. This is because the cement and the transparent sheeting are both made of the same ingredients. Cotton is the base. A pyroxylin cement combines with the sheeting in such a way that the two pieces of sheeting become a practically homogeneous unit.

Glues, cements and pastes made on other bases do not combine with the sheeting; hence the joint cement cannot be made as securely with them.

MONTANA MERCHANTS ENTHUSIASTIC OVER ACCESSORIES

Our accessory business has developed very satisfactorily and since we have added this line we have induced many hardware merchants to go into auto accessories, with the result that most of them are highly pleased with the showing that they have made.

We find the hardware dealers are going to this line more and more, and in time they will find, as we have found, that this is the most profitable department in the house.

We have been appointed state distributor for the Security Auto Theft Signal and find a ready sale for this device, which has kept the stealing of cars down to a minimum.

We have also been especially well pleased with the sale of lubricating oils, for which we are the distributors in this territory. There are, of course, cheaper oils on the market than the Monogram oil, which we are handling, which, by the way, is a quality product, and not sold on price, but, judging from the repeat orders on this line, it is more economical and a splendid one to push.

Butte, Mont. MONTANA HARDWARE CO.

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A specialty that is a favorite with many dealers.

—fine for window display.

—sells fast on demonstration.

—because it is a more effective fire fighter. "Can be operated by anybody, in any position, anywhere."

—and a particularly good seller lately since the advancing price of motor cars has made the car owners receptive to fire protection argument.

Price, Brass or Nickel Finish, Bracket included, in U. S. East of Colorado, $10.00. $10.50 Colorado and West. Dominion of Canada: $12.00 East of Calgary. $12.50 Calgary and West.

H. W. JOHNS-MANVILLE CO.
New York City
10 Factories—Branches in 63 Large Cities

Look for the lever controlling the stream

JOHNS-MANVILLE
Fire Extinguisher

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NON-BURN
BRAKE LINING

To us, Non-Burn is more than a brake-lining—it is an Asbestos product that has set out to make the name of its maker a by-word to the American motorist.

As such it must be the best lining made. We tell you it is.

We know Asbestos and we know Non-Burn—from the time it is virgin rock till it gets on your shelves.

H. W. JOHNS-MANVILLE CO.
New York City
10 Factories—Branches in 63 large cities



JOHNS-MANVILLE SERVICE COVERS THIS CONTINENT

Through—
Asbestos
and its allied products
JOHNS-MANVILLE
Serves in Conservation

Heat Insulations, High Temperature Cements, Asbestos-Roofings, Packings, Brake Linings, Fire Prevention Products

JOHNS-MANVILLE
AUTOMOTIVE

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SPEEDOMETER

It has been said with truth that a speedometer sells itself after it is purchased.

Build up a little pride in a prospect and he buys it. Two weeks on the road sells it to him as indispensable.

The Johns-Manville Speedometer for Fords practically sells itself on appearance and every sale nets you a substantial profit.

Ask your jobber about our proposition and the trade policy that protects you.



Price $12.00, complete with Instrument Board. West of Denver $13.00.

MANVILLE EQUIPMENT

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KEEPS STEP WITH DEVELOPMENT OF TRADE

Reared in New England with firm family roots there, trained in Eastern ways and in Eastern business, and then moving West, somewhat reluctantly, for business reasons, Herbert J. Banta found that unsuspected in him were all the elements of the happiest and most typical Westerner, so that he has settled and become rooted and a great influence in the Western accessory trade through the combination of the forcible personality which he brought with him, together with the vigorous work he found awaiting him as commercial manager of Weinstock-Nichols Co.

Yet Mr. Banta is not so recent a Westerner as we would appear to indicate. Although he has been with his present principals for five years, he has been a loyal native-by-adoption for more than twice that time. His experiences include a proprietorship of his own at Spokane in the automobile and accessory line for some little time. So that he may be regarded as speaking with experience and wide acquaintance when he states that no inducement would take him to the east coast again permanently.

As a boy Mr. Banta began his working days with the Remington Bicycle Co., of New York, the direct ancestors of the present Remington U. M. C. Co., although since reorganized and consolidated. During Mr. Banta's years with the company, the day of the bicycle was at its high noon, in some measure corresponding to the automobile business today, in kind if not in degree.

In this connection, it is of interest to hear Mr. Banta say that bicycles are at the present time enjoying a livelier and larger sale than ever before, and that the country is just ripe for a big return of bicycles to popularity and wide use. In the leveler sections of the country they are a fast-moving line at the present time.

But back with Mr. Banta, and after his days with the Remington Co., he was with the Orient Bicycle Co. for some little time, learning all the time the finer points of the industry, both in the production and the selling aspects. For six years he was a valued member of the Iver Johnson Company's organization, still on the bicycle end.

With the coming of the automobile onto the market, it was only natural that such a progressive and far-seeing man as Mr. Banta should be among the first to take up that phase of the industry, and it was with the Franklin Company at Syracuse that he was initiated and trained. After several years there, Mr. Banta was sent west and to the Pacific Coast for the Franklin, and it was during his travels and conquest of the Western territory that he settled in Spokane and so became fixed on the Pacific slope. While his natural modesty would revolt at being called an authority and expert on accessories and the automobile business, those who know him say Mr. Banta has few equals. He is a close and careful student, and his knowledge and vision combine to produce understanding. As an administrator and salesman, Mr. Banta has built up an organization and a volume of business that is just as gratifying to him as to his principals. He is a splendid and pleasing speaker and a close student of human nature.

YOUR COMPETITOR

Don't worry too much about him. If he is misrepresenting goods—or lying about you or your store—the public will "get wise" to him, all right. He is digging his own grave. If he is cutting prices below the safety point, and keeps it up—you soon won't have him as a competitor.

DON'T DO IT

To put in a few goods in a line regularly carried by your neighbor and priced to cut off all the profit on them will not help any to strengthen a friendship between you.

THE TALLY

It isn't the job we intended to do
Or the labor we've just begun
That puts us right on the ledger sheet
It's the work we have really done.

Our credit is built upon the things we do,
Our debit on things we shirk,
The man who totals the biggest plus
Is the man who completes his work.

Good intentions do not pay bills
It's good enough to plan.
To wish is the play of an office boy;
To do is the job of a man.

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Fabrics - 6.000 Miles

Cords - 8.000 Miles

"Good mileage," you'll say. True, but Diamond Tires deliver more—we'll be disappointed if they don't.

Over 2,000,000 Diamond Tires in use—all the definite choice of motorists.

THE DIAMOND RUBBER COMPANY, Inc.
AKRON, OHIO
401 Mission Street, San Francisco

Diamond
SQUEEGEE TREAD TIRES

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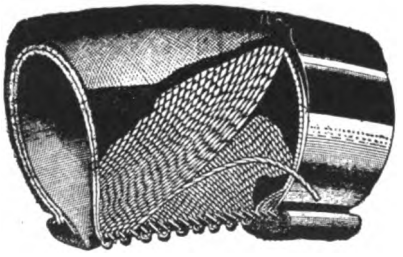
TIRING WITH THE TIRE THAT DOESN'T TIRE

Now that pneumatic cord tires have made such a big place for themselves in the automobile world and have come to be regarded as perhaps the best type of tire so far developed for automobile use, much interest centers in the story of development of this type from its first adaption to vehicular use to its present advanced state.

Cord tires have only assumed prominence since 1914, although they were made in this country as early as 1904. They are so called to distinguish them from the fabric type of tire, which up to that time had been used universally on automobiles.

In a fabric the body of the tire is built up of cross woven cotton fabric, or "duck," each successive layer of fabric being placed at an angle of 45 degrees in its relation to the layer of fabric under it. This construction makes for extreme durability, but in comparison with a cord tire is lacking somewhat in resiliency, or liveliness.

Cord tires are not made of cross woven fabric. They are built of strong cords, similar to a fishing line, laid side by side, without any cross weave. The several layers of cords are built up on the bias to furnish maximum



Construction of a Cord Tire, strong cords on the bias without cross weave.

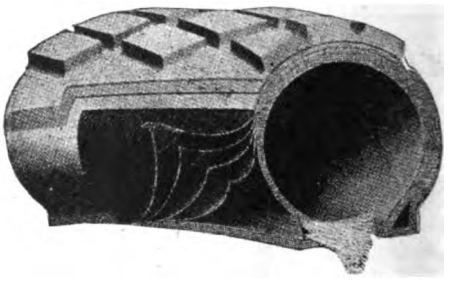
strength. This construction permits easy flexing, or bending of the tire as it follows the surface of the street, goes far toward eliminating friction and greatly reduces power consumption.

Ten Years on Electric Vehicles

The first cord tires were intended for use on electric vehicles and for nearly ten years were confined to this sphere. Their advantages in this service during this period became so apparent that tire engineers sensed their adaptability to gasoline-propelled cars, and after much experimenting and refining evolved a cord tire suitable for use on these cars.

At first they were used on large passenger cars and were very costly, which caused them to be regarded as a luxury by automobile owners. But with increased use new advantages appeared and tire engineers soon were making cord tires for the medium priced cars, and now for all classes of cars, no matter what the size of the wheels.

In cost per tire they exceed other types somewhat, as the construction is more expensive, but the extra mileage reduces the cost per



Cross section of Fabric Tire, showing layers of coated cotton fabric.

mile and offsets the higher cost. If cord tires did nothing more than permit greater mileage than the fabric type, their existence would be amply justified.

Longer and Livelier Life

A feature as appealing as the increased mileage is the liveliness of the tire—its ability to absorb shocks and prevent them from affecting the mechanism of the car. The layers of cords yield readily to the inequalities of the road and furnish the easy riding qualities for which cord tires have become noted.

The cry of the public is for better tires—less tires—fewer tire changes—longer tire life—lower cost per mile. The fabric tire made the automobile possible, but for many years pneumatic tires came in for their share of criticism. They were credited with being responsible for the high cost of motoring—and blamed for most of the motorist's trials and tribulations.

This was the condition that cord tires have overcome. And that they actually overcome is indicated in the fact that practically every manufacturer of fabric tires is offering a tire of cord construction.

Cord tires are now used by all the important automobile racing drivers and hold the world's speed records.

THE JOB OF A MAN

It isn't the work we intend to do,
Nor the work we've just begun
That puts us right on the ledger sheet;
It's the work we've really done.

Our credit is built on the things we do,
Our debits on things we shirk;
The man who totals the biggest plus
Is the one who completes his work.

Good intentions do not pay bills,
It's easy enough to plan;
To wish is the play of an office boy,
To do is the job of a man.

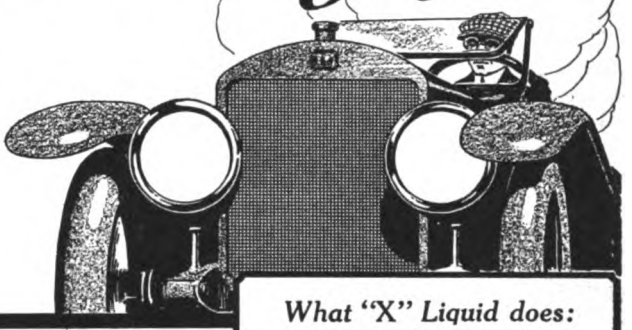
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"X" LIQUID

TRADE MARK

makes the entire Cooling System of your car—

99.2% Perfect!



What "X" Liquid does:

1. Repairs all leaks **permanently**—in 10 minutes.
2. Repair stands pressure of 2000 pounds.
3. Prevents **new** leaks—keeps cooling systems LEAKPROOF.
4. Loosens all Rust and Scale.
5. Prevents **new** Rust and Scale—keeps cooling system RUSTPROOF and SCALEPROOF.
6. Helps keep the engine cooler.
7. Saves Oil.

NO MORE LEAKS—anywhere in the cooling system. NO MORE RUST OR SCALE. Better engine performance. Less up-keep cost

THE apparent simplicity of the cooling system fools many a car owner. He doesn't realize how much engine trouble really begins in the cooling system.

Improper cooling very often causes scored cylinders, pitted valves, seized pistons and **hundreds of dollars of needless expense.**

Leaks—Rust—and Scale are the trouble makers of the cooling system.

With "X" Liquid the car owner has the only **safeguard** against these troubles. Chemical science has pronounced it **perfect!**

Simply pour "X" Liquid into the radiator. Leave it there. It works automatically—and will repair cracks in the water jacket; in valve pockets; small holes in the radiator, pump, connections, gaskets, etc. "X" will quickly repair **one** leak—or **one thousand**—and do a permanent job.

* * * *

EVERY water cooling system is being eaten away by Rust. A deposit of Scale keeps the heat inside the engine and interferes with proper lubrication.

The same "X" Liquid that repairs leaks also has a chemical action that **loosens** all Rust and Scale. "X" absorbs the free oxygen in the water. It prevents **new** Rust from forming. It doesn't allow the lime and magnesia in the water to deposit new Scale.

In this way the narrow water passages are kept free from Slime, Rust and Scale. The cleansing action of "X" tones up the system—saves oil and gasoline—and **helps the motor perform better.**

Eighteen months of laboratory and road tests have definitely proved that "X" Liquid positively makes all water cooling systems 99.2% perfect—as good as the day the car came from the factory!

Not a Radiator Cement!

Don't confuse "X" Liquid with radiator cement or flaxseed meals in powder or liquid form. These clog the cooling system and often damage it. "X" is the **only scientific process** guaranteed to keep cooling systems LEAKPROOF — RUSTPROOF — SCALEPROOF — **and troubleproof.** Used by the U. S. Government, Standard Oil, American Telephone & Telegraph Co., etc.

Standard Size, $1.50
Will do a $25 repair job!

Ford Size, 75 cents
Will do a $10 repair job!

Over 25,000 progressive dealers now sell "X" LIQUID. Many of them sell "X" Liquid **exclusively.**

Only the genuine has a big "X" on every can. Look for it.

"X" LABORATORIES, 25 West 45th Street - NEW YORK CITY

Pacific Coast Branch, 450 Rialto Building, San Francisco, Cal.

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PIONEER HARDWARE MAN CLOSES A WELL SPENT LIFE

Edward McLaughlin, pioneer western hardware merchant, banker and organizer of one of the great jobbing houses of the country, passed away at his home in San Jose August 9. He was 90 years old at the time of his death.

No sickness lengthened his later years, and up until three months before the end there was not the least indication of his weakening. The doctors do not ascribe his death to any malady, but rather to the general failing of old age.

Mr. McLaughlin's history and personality are almost unique in the annals of the trade. Self-educated in the schools of the rough frontier in the thirties and forties, he arrived in California at the time of the gold rush in 1851 with $2.50 in his pocket. Mr. McLaughlin became one of the most respected and wealthy men of the West. What is somewhat unusual is that never in his career was there a single speculation nor a share of mining stock. He based his fortune and he builded his fame on keen, legitimate, conservative business methods.

A quiet, unostentatious man, affable yet necessarily reserved, liberal in his unassuming charities, firm in his religious beliefs, and in business careful and conservative, he leaves behind him the respect and admiration of every person with whom he ever came into business or social contact, as well as of countless others who only know him by his works and his good name. Never was any offensive imputation brought against his name nor his honor.

Born in Philadelphia in 1829

Mr. McLaughlin was born in Philadelphia in 1829. At the age of 7 he moved to Indiana to enter school for the few years that his need could grant to his education. As a young man he learned the tinsmith's trade in New Orleans, and it was from there that he set forth with his savings of $350 to walk the 90 miles across the Isthmus of Panama on the way to California.

Soon he had found his way to Grass Valley, center of one of the principal mining regions, and there he opened one of the first hardware stores of the far West. With his businesslike methods and careful management he soon had his feet firm on the golden ground, and it was not very many years before he had opened a branch in Virginia City, then known as Washoe, the hub of the famous "mother lode."

It is interesting to learn of the trade conditions of the time. Nails were sold at from $5.00 to $8.00 a keg. Many of the goods were of English make, although Mr. McLaughlin sold the first Disston saws that were placed on the western market. Black powder was a large item for the miners, as of course there was no dynamite. Salaries were high, but there were no union hours, and employes worked as long as the hours of daylight.

World Tour and Start in Banking

About the time of the close of the Civil War, Mr. McLaughlin married Miss Adelia Hickman, and their wedding trip in 1866 consisted in a tour of the world. Returning, he settled in San Jose, Cal., and in partnership with the late C. T. Ryland a bank was founded. Mr. McLaughlin kept up his active presidency and management of the bank until two years ago.

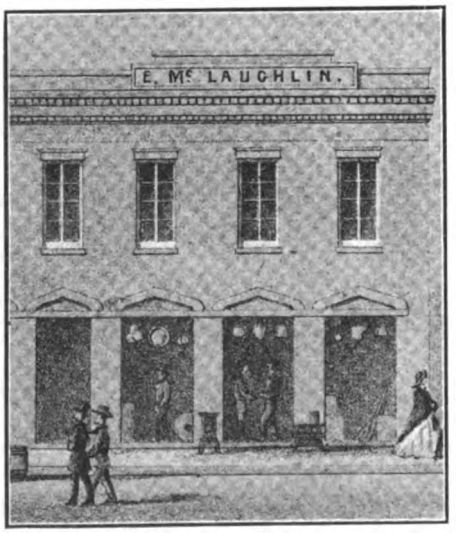
In 1882 the Union Hardware and Metal Co. was founded out of the old firm of Schoder, Johnston & Co. and Mr. McLaughlin furnished the capital and held the controling interest. From its start with a 40-foot street frontage, it has now grown into a magnificent institution, covering 4½ acres of floor space, and employing 400 men. Mr. McLaughlin's son, Eugene McLaughlin, is president of the institution, and his son-in-law, L. C. Scheller is another member of the firm.

Mr. McLaughlin's wife died twelve years ago, and he is survived by his son, Eugene McLaughlin, and four daughters, Mrs. J. E. Anzerais, Mrs. L. C. Scheller, Mrs. John F. Brooke and Mrs. W. J. Leet. His son, Edward, died in 1892. There are, of course, many grand children and great grandchildren.

We regret tha we have no photograph of Mr. McLaughlin and that none was obtainable before our going to press. We are, however, publishing pictures of two of the first stores founded by Mr. McLaughlin, at Grass Valley and at Virginia City.

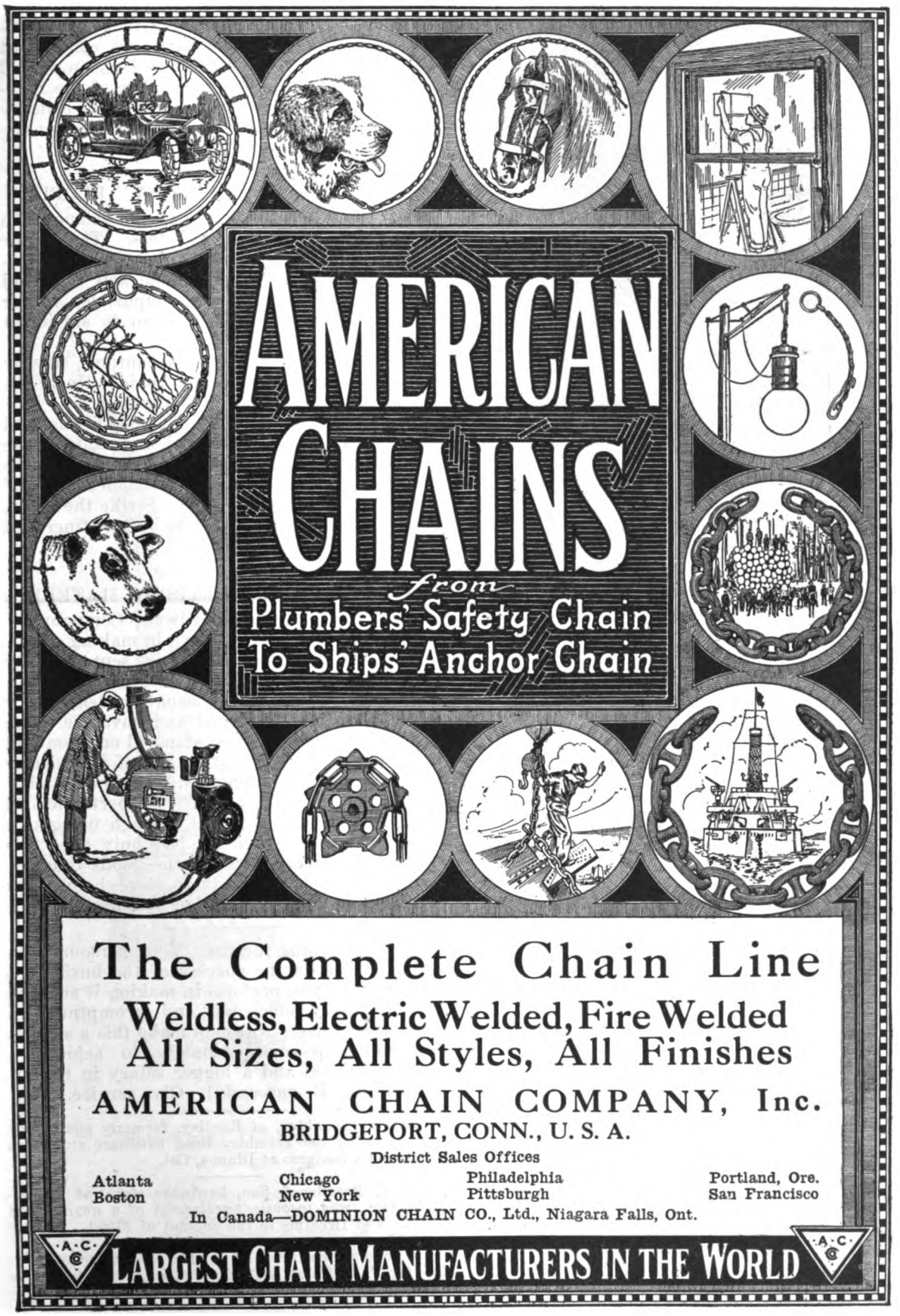
R. B. & L. S. Bennett have purchased the automobile and implement business of C. F. Gilbert at Hood River, Ore.

Chanslor-Lyon Co., of Seattle, Wash., has let the contract for a new building to cost $91,000. It will occupy a space of 120x121 feet and is to be located on the northwest corner of 12th avenue and Pine street. It is modern in every respect and will provide every convenience for the economic and rapid handling of business.





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The Complete Chain Line

Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

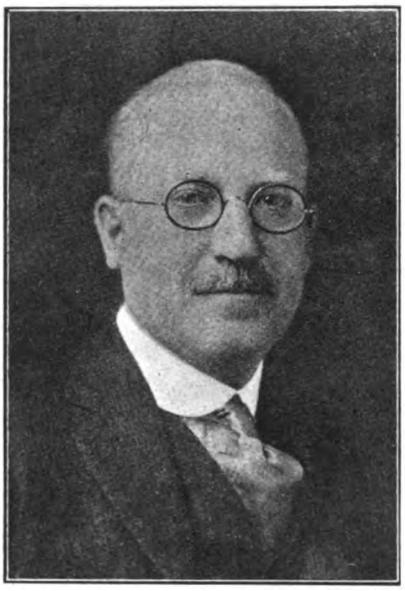
District Sales Offices

Atlanta, Boston, Chicago, New York, Philadelphia, Pittsburgh, Portland, Ore., San Francisco

In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

A·C·C LARGEST CHAIN MANUFACTURERS IN THE WORLD A·C·C

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GRADUATED FROM BANKING INTO HARDWARE

It is rare that a man who has spent many years as a banker, concerned with the investment of corporation and municipal bonds, should become a member of the hardware trade. Because of the novelty of the change, it is only natural that such a man should become a leader in the field and a power for the best in the trade.

Such a man is P. C. Gill, worthy secretary of the Strevell-Paterson Hardware Co., of Salt Lake City, Utah, and although his connection with the jobbing business dates back for only five years, he is now one of the ablest and most highly respected figures in the big, broad, Western family of jobbers.

Mr. Gill was born among the corn-stalks and rolling grain fields of Iowa, and he has grown to be not only "husky," but firm and well headed. From early boyhood on he remembers he always had a job of some kind for like the corn, he had to grow from a not very large seed, and although he had an equal opportunity with the other stalks of his time, he was not endowed or subsidized with any very great fertilization from the stalk that had been his direct ancestor.

Making his way and paying for it himself as he went, he finished the secondary schools and then Iowa State College at Ames. Later he topped off with a special course at Lake Forest University, Ill., not far from Chicago.

Then for many years he was connected with great investment banking institutions in Chicago and New York, buying and selling bonds and securities, and obtaining an insight into business and finance which was to make him a careful administrator, keen and far-sighted, yet accustomed to doing things in a large way.

About five years ago Mr. Gill became connected with a wholesale hardware concern at Richmond, Va., and from there he soon moved to Salt Lake to become a member of the Strevell-Paterson Hardware Co., known the country over as one of the most progressive and enterprising institutions of the West.

"MOTOR" AND "SENSORY" PEOPLE

To which class of people do you belong? To the motor or the sensory class. The motor mortal is differently constituted than the sensory one. The motor individual acts first and thinks afterward. He is impulsive, rather noisy in starting and not given to sufficient reflection and caution.

The sensory person is over-cautious, slow in starting, over-reflective and timid. He is not imaginative nor especially optimistic.

The motor man needs to balance his natural inclination by association with and study of the sensory type, and vice versa. Be satisfied as to which you are, then strive to balance yourself up to the middle of the road. Strike the mean, or happy, average. You'll be bigger, finer and more successful if you do!

DISTRIBUTING ADVERTISING MATERIAL

The B. F. Wissler Hardware Company, of Cambridge City, Ind., believe in making use of the various advertising material sent them by the manufacturers. Each Saturday this live firm takes a supply of booklets, leaflets or other advertising material and have the name of their store and address stamped on them and employ a boy to see that a copy of this matter is put into every buggy and automobile that comes to town that day. They report splendid results have been obtained through using this material in this manner. Not only does this bring them direct sales for the goods thus advertised, but it keeps their store before the public and a great deal of business has resulted.

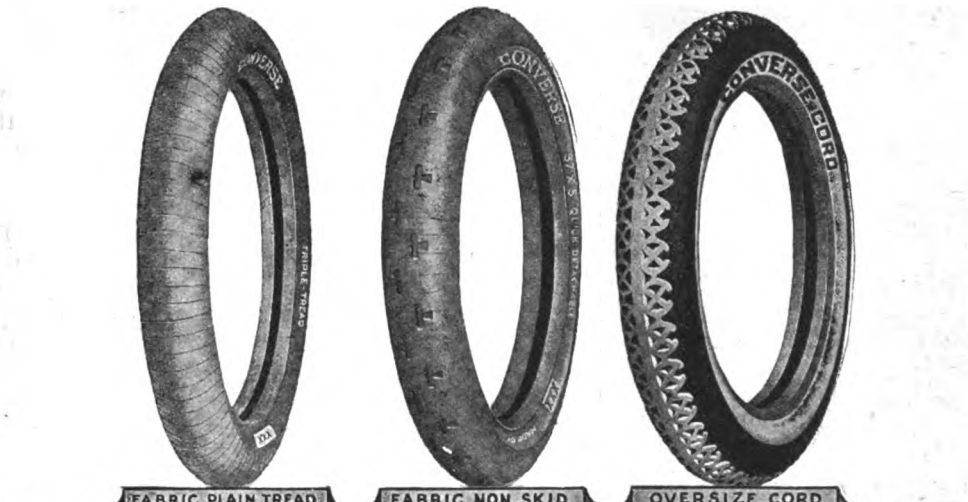
Service means success. Your personal success depends on the success of the business—and the part you perform in making it successful. Courtesy, efficiency and promptness in serving customers will help make this a success and will help you personally to achieve a greater success and a bigger salary in the organization. Be successful. Give service.

Earl F. Trembley, of Reedley, formerly one of the proprietors of the Trembley Bros. hardware store, has purchased a business at Dinuba, Cal.

M. C. Bressler & Son, hardware store, at Springfield, Ore., was recently burglarized of a quantity of cutlery and firearms to the amount of $1500.

A contract has been let for the erection of a building for F. E. Elliott at Somerton, Ariz., which will be occupied by the hardware and auto accessory stock.

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MILES AHEAD

CONVERSE

We Converse people know our limitations. We freely confess the inability to make a cheap line of tires that will be an asset to our dealers or a credit to ourselves.

BUT IT IS a fact that every Converse product—whether it be a Cord or fabric casing, a red or grey tube—EACH IS THE VERY BEST OF ITS KIND.

We pledge this—and we have PROVED it time and again.

Made in New England.

A FOUNDATION OF RUGGED STRENGTH

MADE BY

CONVERSE RUBBER SHOE COMPANY

MALDEN, MASS.

SERVICE BRANCHES:

New York: 142 Duane Street **Chicago: 618 W. Jackson Blvd.**

EXCLUSIVE DISTRIBUTORS

Potter-Hoy Hardware Co. Bellefonte, Pa.
Nash Hardware Co.....Fort Worth, Texas
F. P. May Hardware Co., Washington, D. C.
McGowin-Lyons Hardware & Supply Co.,.....Mobile, Ala.
Stratton-Warren Hdw. Co., Memphis, Tenn.
William Stockhoff.....Louisville, Ky.
Stauffer, Eshleman & Co., New Orleans, La.
Failing, McCalman Company, Portland, Ore.
Sloss & Brittain, 55 Main St., San Francisco

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R. H. YOUNG WRITES STANLEY ADVS.

When a man becomes advertising manager of as large an institution as the Stanley Works he is, by the very fact of his appointment, well worthy of notice by the business world and by the hardware trade, and furthermore his predecessor is not to be ignored in his new place. Few openings are as promising or as satisfactory in the advertising field as that which R. H. Young took over a few months ago, the same position which A. H. Dessau formerly filled so well.

During the war Mr. Dessau put aside his own interests and the important position which was his at New Britain to join the military forces, "joining up" at Camp Devens. After valuable and typical service during the war, Mr. Dessau returned to face a new readjustment. The Stanley Works advertising is supervised and "placed" by the Redfield agency in New York, and it seemed that it was more important that Mr. Dessau start there on the general reconstruction of Stanley publicity, than in his former place at the works.

Mr. Young is an advertising man by both training and experience, although in the last few years he has become a hardware man as well. We venture to state further that no young man can grow to maturity in Connecticut, around New Britain and Hartford, without having a considerable of the hardware man in his make-up.

For six years of his early career Mr. Young served as a commercial artist, drawing posters and advertisements in pen and ink, and retouching photographs. For some time he was connected with the Manternach Co. at Hartford, an advertising agency which specializes on industrial accounts. While there Mr. Young was concerned with the advertising of several builders' and general hardware companies. Of late years he has been on the selling staff of the Stanley Works.

Judged by his preparation, and by the excellent work of his predecessors, Mr. Young should have no trouble in keeping the Stanley Works before the trade and the consumer, and we venture to predict that the works will have greater difficulty filling orders than in reaching buyers.

Martin M. Dietz, for many years engaged in the hardware business in Los Angeles, Cal., passed away at his home there recently. He was known for his charitable and philanthropic enterprises. He is survived by two sons, Messrs. Roger S. and James H. Dietz.

USE OF TOP DRESSINGS

The selection of a dependable dressing for auto tops is always an important matter. Care and discrimination are necessary to prevent the unscrupulous dealer from foisting upon an innocent buyer some of the noxious concoctions that infest the market.

A dependable dressing is one that waterproofs, preserves and renovates, at the same time producing a lasting, brilliant finish. There are many dressings that give a temperory good appearance, but they are useless as a preservative against weather effects. They are, therefore to be determinedly avoided.

It is surprising how quickly even tops of the best fabrics will deteriorate under the destructive influences of weather wear. The use of a water-proofing and preserving dressing is thus made necessary.

It is a mistake to suppose that an auto top will give the same service without care as with care. All tops, regardless of fabric, should be cleaned and treated with a good dressing immediately upon the first sign of weather wear. Rain is particularly destructive to all auto tops, and a leaky top is an abomination. The top must be always impervious to rain seepage, and this can only be had by using a dressing that water-proofs and makes the top tight.

A prominent business man was recently asked if he ever stopped to think what an enormous business he would have if he never lost a customer. This same business man was also asked if there was any real reason for his store losing customers. The quality of the merchandise was all right, and his prices were all right, yet the fact remained that he did lose customers on account of inferior service. If the roof of a house leaks, one does not continue "to just let it leak," but hunts around and finds out where the shingle is off. But a storekeeper many times is willing to lose customers every day, and makes very little effort to find out what the trouble is and remedy matters.

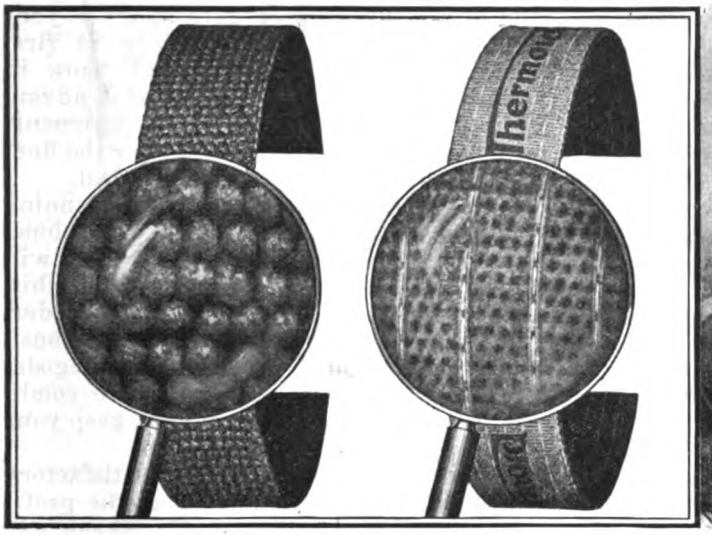
To work to the point of frequent exhaustion is foolish, for it undermines the health and calls for expensive rest periods.

No finer epitaph can be raised to any man's memory than "He was good to the weak—and his word was a good as his bond."

M. S. Madsen & Co., Hayward, Cal., report a satisfactory season in hardware and housefurnishings.

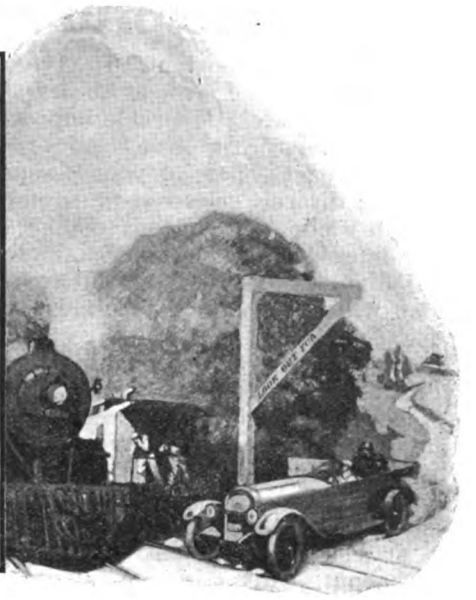
Cyrus W. Drew, formerly member of the Morrow-Drew Hardware Co., Walla Walla, Wash., who disposed of the business some time ago to the Whitehouse-Drumheller Co., has disposed of his interest in the Morrow Mercantile Co., Coeur d'Alene, Idaho, and plans to again locate in Walla Walla, where he will probably engage in business.

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Ordinary Woven Lining
Notice the loosely woven texture.
Wears down quickly and unevenly.
Loses its gripping power as it wears.

Thermoid Hydraulic Compressed Brake Lining
Notice the compact texture.
Wears down slowly.
Gives uniform gripping surface until worn wafer thin.



Safety first means efficient brakes. Thermoid Brake Lining insures 100% efficient brakes.

A brake lining with 40% more material

WHEN you sell Thermoid Brake Lining you sell a lining that has over ***40% more material.*** It weighs over 40% more than any woven lining.

This means that Thermoid has greater strength and durability — it means longer service, better service. That's why it is better fitted to stand the responsibilities placed on it.

Proved best by test

This test was made: One hundred feet of Thermoid Brake Lining and one hundred feet of each of four leading woven brake linings of the same size were bought from dealers' stocks in Philadelphia and New York.

They were accurately weighed — this test showed that:

100 feet of Thermoid Brake Lining weighed 54 lbs. 8 ounces.

100 feet of woven lining A weighed 36 lbs. 4 oz. (50% lighter than Thermoid)

100 feet of woven lining B weighed 36 lbs. 4 oz. (50% lighter than Thermoid)

100 feet of woven lining C weighed 37 lbs. 8 oz. (46% lighter than Thermoid)

100 feet of woven lining D weighed 35 lbs. 6 oz. (54% lighter than Thermoid)

This is convincing proof that the buyer gets more high grade brake lining for his money in Thermoid Brake Lining than in any make of woven lining.

The 100% brake lining

Thermoid is impregnated throughout with ***Grapnal,*** an exclusive process which makes it impervious to gasoline, oil, water, dust, etc.

It is the best and most efficient brake lining and assures absolute satisfaction.

Every foot of Thermoid is backed by Our Guarantee: ***Thermoid will make good — or WE WILL.***

Thermoid Rubber Company

Factory and main offices, Trenton, N. J.

New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston London Paris Turin

Canadian distributors

The Canadian Fairbanks-Morse Company, Limited, Montreal

Branches in all principal Canadian cities

Thermoid Brake Lining

Hydraulic Compressed

Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires"

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Helpful Selling Suggestions

APPROACH is important. The type of your approach can be such as to arrest attention and create a favorable impression; or it can be of a nature to arouse sales-resistance instinctively on the part of your prospect.

Nothing disarms sales-resistance more than a pleasant smile, a courteous manner, and a certain deference of demeanor, mingled with natural dignity. There is an old saying that "A man without a smiling face must not open a shop."

A new article of merchandise calls for thoughtful introduction. A firm which has the confidence of the public, will receive respectful and interested attention for any article of merit which it puts forward.

It is not to be expected that the public will be especially interested in, or enthusiastic about, articles or equipment which they know nothing about. Advertising of an infirmative type, practical demonstrations, and personal introduction, will all pave the way for profitable business—provided the goods themselves warrant the investment of cash, time and effort.

Lack of thoroughness may not seem at the moment to be vital, but later on the poor foundation laid or work done is sure to result in disappointment. It usually happens, too, that such disappointment comes at a time when it is vital and far-reaching in its disastrous effect. Safety first consists in doing every task well, no matter how insignificant it may appear at the moment.

Let the Customer Do Some Talking

Once upon a time there was a man, a likely, promising chap, who went out on a sunny morning to conquer the world. Within a short time his lifeless corpse was brought home. He had been drowned beyond all hope of resuscitation —drowned in his own long-winded, wordy, complicated explanations of the proposition he had to offer. Let the customer do some of the talking at least.

Be as brief as is consistent with clearness. Be as simple and direct as you would wish someone else to be if you were the listener. Remember that your business vocabulary may contain words unfamiliar and perhaps confusing to your prospect. Do not air them pompously. Be understandable.

People Resent Being Over-Urged

Few people like to be over-urged, simply because they resent what they feel is a disposition to use force. Even the stubbornest of us can be led by a No. 150 thread—provided we do not see the thread! Use tact but use it tactfully.

It would be a profligate housewife, indeed, who would put everything she had in her larder on the table for breakfast; or a short-sighted business man who would use every point of his credit in ordering his initial bill of goods.

Don't be equally profligate and use your strongest points and all of them when first presenting what you have for sale. Show it. Explain it. Call attention to special advantages—but keep some of your best arguments in reserve—consciously in reserve—for the final clinch which means the close of the deal.

Don't forget that people are now planning constructive campaigns of after-the-war business. Shape your plans along lines which will merit and be likely to win success. To do this, you must appreciate thoroughly and understand those influences which affect world business; likewise national conditions and legislative enactments influencing immediate conditions at home. To succeed, you must keep your finger on the pulse of public affairs.

Good will which is the result of satisfactory dealing is often more valuable than the profit on a business transaction itself. Good will means future and continued business, and that is what counts.

A Salesman's Appearance and Manner

are the logical, visible introduction he offers for his proposition to his customer. That is to say, he must first sell himself, before he sells his goods. And moreover, he must know, instinctively sense—the psychological moment when he has sold his customer. To over-sell is to spoil the deal. Watch for the moment when it is time to close.

If I can convince my customer that my first thought is his best interest, regardless of profit to myself, I will have few and small sales-objections to overcome. Naturally, I must mean what I say, for when my selling talk does not ring true, it will not get across. A real desire to be of the highest type of service to my customer, will insure me plenty of customers. And "the laborer is worthy of his hire."

Nimble Sixpence Better Than a Slow Shilling

Modern merchants are coming to realize the great truth of the old saying, "A nimble sixpence is better than a slow shilling." This means, of course, that small profits and quick turnovers are much better than larger profits and slow-moving goods.

Quick turnovers are the single advantage of the chain store. Turnovers in some of the five and ten-cent syndicate concerns run from twelve to twenty times a year. This explains why big fortunes are built out of small profits on small sales.

One of the surest ways to make a customer feel far off and on the outside of things is to take no interest in what evidently interests him. The salesman who wins is the one who is mentally alert, keenly alive, closely observant, sympathetic of nature, kindly of heart, honest of purpose, earnest of manner, courteous of spirit and far-sighted of vision.

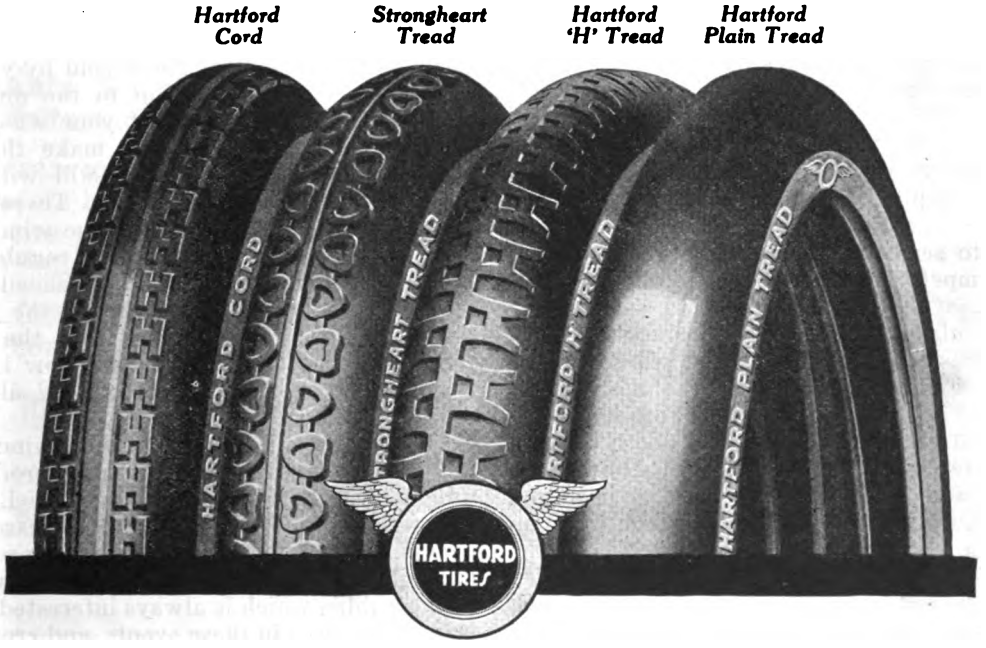
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HARTFORD TIRES

mean tire insurance

HARTFORD DISTRIBUTORS

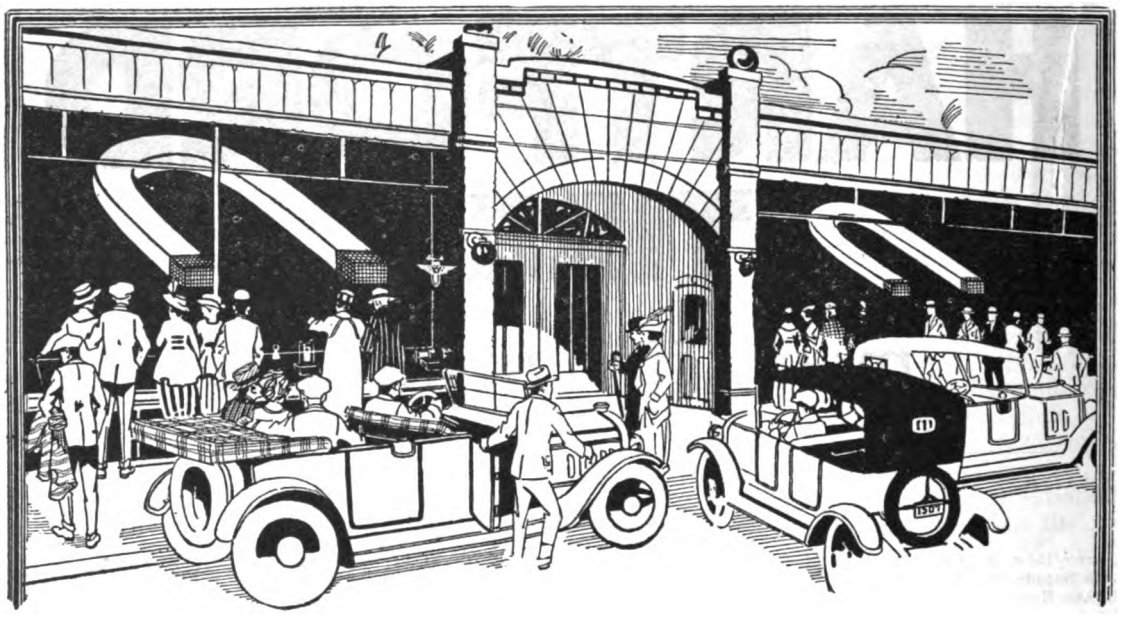
Albany Hdw. & Iron Co., Albany, N. Y.
Auto Supply Co., Scranton, Pa.
Barker, Rose & Clinton Co., Elmira, N.Y.
Belknap Hdw. & Mfg. Co., Louisville, Ky.
Beals, McCarthy & Rogers, Buffalo, N.Y.
Burhans & Black, Inc., Syracuse, N. Y.
Bostwick-Braun Co., Toledo, Ohio.
Blish, Mize & Silliman Hdw. Co., Atchison, Kan.
Crump Co., Benj. T., Richmond, Va.
Decatur & Hopkins Co., Boston, Mass.
Dils & Son Co., H. P., Parkersburg, W.Va.
Downing Electrical Co., Des Moines, Ia.
Delaware Electric & Supply Co., Wilmington, Del.
Economy Auto Supply Co., Newark, New Jersey
Ferguson & Adait Co., Burlington, Vt.
General Auto Sup. Co., Amarillo, Tex.
General Auto Sup. Co., Colorado Springs, Colo.
Goodby-Rankin Co., Providence, R. I.
Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
Knapp & Spencer Co., Sioux City, Ia.
Morley-Murphy Hdw. Co., Green Bay, Wis.
Martin Evans Co., Brooklyn, N. Y.
Motor Supply Co., Pittsburgh, Pa.
May Hdw. Co., F. P., Washington, D. C.
Myers, Harper F., York, Pa.
Marshall-Wells Co., Duluth, Minn.
Marshall-Wells Co., Spokane, Wash.
Marshall-Wells Co., Portland, Ore.
Morley Bros., Saginaw, Mich.
Pneumatic Tire Repair Co., Philadelphia, Pa.
Prusia Hdw. Co., Fort Dodge, Ia.
Reilly Bros. & Raub, Lancaster, Pa.
Stauffer-Eshleman & Co., New Orleans, La.
Suelflohn & Seefeld Co., Milwaukee, Wis.
Supplee-Biddle Hardware Co., Philadelphia, Pa.
Tracy-Wells Co., The, Columbus, Ohio.
Varney Electrical Supply Co., Indianapolis, Ind.
Wilson & Pugh Co., Cumberland, Md.
Wilson Hdw. Co., N. L., Beaumont, Tex.
Worthington Co., Geo., Cleveland, Ohio
Weed & Co., J. D., Savannah, Ga.
Witte Hdw. Co., St. Louis, Mo.
Wimberly & Thomas Hdw. Co. Birmingham, Ala.
Nelson & Price, Los Angeles, Cal.



Hartford Rubber Works Company

1790 Broadway, New York

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MAKE YOUR WINDOWS PAY

The average business man is convinced that his windows bring him trade. If he were not so convinced he would cease to spend any money at all on them or in them; or he might even do away with his windows entirely and convert their space to counters or aisles. But though he continues to pay some attention to his windows, he does so on a "hit-or-miss" plan.

Give Windows Same Thought as You Do Buying

He fails to apply the same regulated rule of close scrutiny of investment and return to his windows as he does to other arms of his business. He will use a microscope in every other department to seek opportunity to invest a dollar where it will produce another; he will carefully replenish stock, add leaders and "bait" to stimulate sales, exercise every precaution to secure the season's novelties ahead of his competitor; but "goes it blind" with his windows.

As a rule, he makes it his business to know just where he is advancing and where falling behind; he knows his turnover almost to the dollar, but ask him what he puts into and what he gets out of his windows! He doesn't know. And strange to say he doesn't realize how much he is missing—how much he has lost in actual sales because he has neglected to trim his windows on a business basis.

Window advertising is not a complicated science, though it has certain rules and principles to which one must give heed if he hopes for results. The majority of window dressers devote more study and attention to the actual display of merchandise than to the window itself.

First Get Attention to Your Window, Then Attract Attention to the Merchandise Displayed

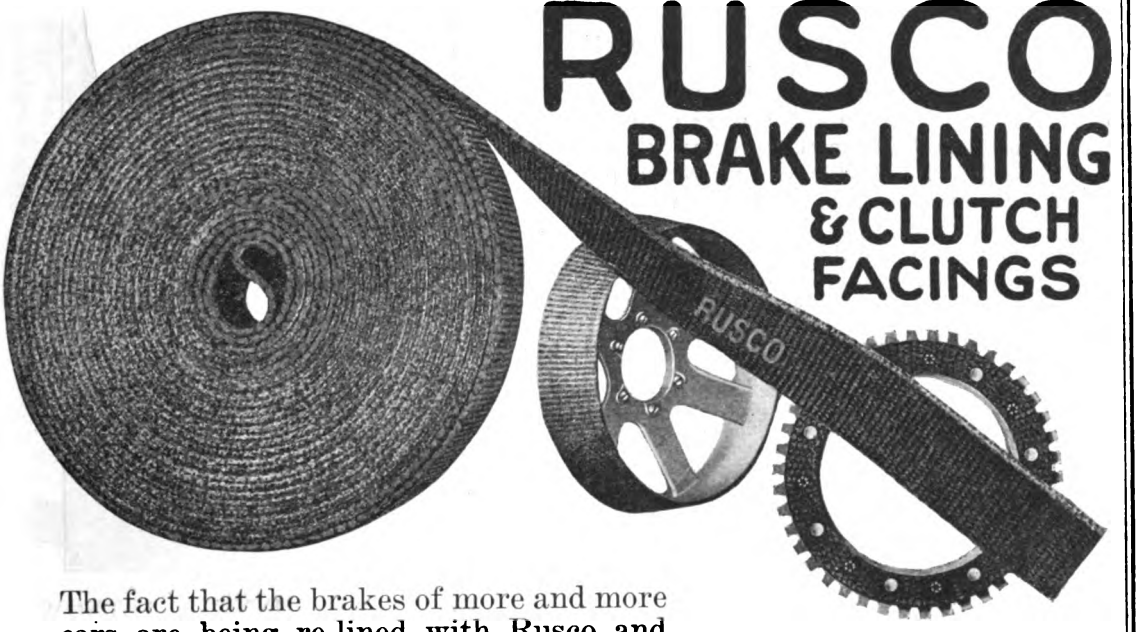
No method of arranging merchandise can ever do more than show the goods to best advantage after it is looked at. The writer does not mean to belittle the importance or value of well-arranged merchandise. To the contrary, we contend that it plays an important part in window sales. But the first important step in window dressing is to get the window looked at. Then makes the effort to re-focus attention to the merchandise.

The function of your show window is to sell goods. The amount of goods sold by your window is in exact proportion to the number of people who stop in front of your window and look. Success or failure to make the public stop and look hangs on the skill with which you may flag their attention. To reach this fruition, to really boost sales, the trim of your show window must be put upon a regular schedule—work should be planned far ahead and not at the last moment, and always the window itself should be trimmed so that the passing public may notice that you are now trimming it regularly, and such trims should always be seasonable and timely.

Keep always in mind that your window does not—cannot—reach its maximum productivity unless its attention value is sustained. Your trims should take advantage of seasons and events. So treated they will not only sell goods but will secure for your store the kindly feeling of the public, which is always interested in some way and degree in these events, and create comment. The public notices and watches such windows, wondering what you do next. Jones tells Smith, Smith tells Brown and Brown tells his friends and family. Make your windows

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RUSCO
BRAKE LINING & CLUTCH FACINGS



The fact that the brakes of more and more cars are being re-lined with Rusco and that old users come back for it regularly, argues the wisdom of always carrying an ample stock.

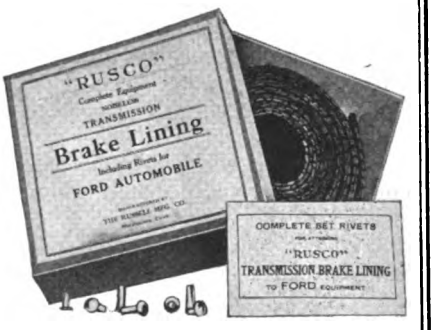
Its one year guarantee helps sales.

Other Rusco Automotive necessities that sell readily are:

Asbestos Disk Facings, Cone Clutch Facings, Anti-Squeak Webbing, Woven Strapping for Auto Tops, Tire Straps, Fan Belts and Hood Lacing.

Our transmission Brake Lining Sets and Complete Emergency Brake Sets for Ford Cars are profit makers for dealers. Put a few sets in your window.

Send for interesting book on Rusco Products, containing valuable information.



THE RUSSELL MANUFACTURING COMPANY

Established 1830

Home Offices and Factories:

519 Russell Ave., Middletown, Conn.

New York City, 349 Broadway.
Atlanta, Ga., 60 So. Forsyth St.
Detroit, 18 Alexandrine Ave. E.
Chicago, 1438 Michigan Ave.

RUSCO

38 Factory Buildings

25,000 Shuttles

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produce this sort of publicity for you and your business must increase.

By changing the designs, making them seasonable, you influence the looker's impression that the next display is seasonable and up-to-date. This idea represents the acme of attention value and the best strategy of any window trim attainable. Retailers now employing pictorial backgrounds are reaping rich rewards in the way of increased sales.

Every merchant would do well either to create for himself if he has the talent, or lacking it to procure from a proper source, some such method of window trim. It offers novelty, timeliness and, therefore, sustains attraction.

It flags the attention, forces the public to stop, look, like and buy.

A SON'S TRIBUTE TO HIS FATHER

There have been many touching tributes from fathers and mothers to their children, who have left this sphere of existence, but it is very seldom we find one so beautifully expressed as that by the eighteen-year-old son of Luke Treacy, of the Phoenix Sporting Goods Mfg. Co., of Philadelphia.

C. Emerson Treacy, who is now attending school at the Worcester Academy, while his mother is very efficiently conducting the business left by the husband and father, recently published the verses herewith.

They were not written for publication, but merely as an expression of feeling to be distributed among the relatives and friends of the family.

It has been sent to us, and we know it will touch a chord in the hearts of many fathers.

To My Pal

So long, Dad!
I miss your great big smile.
This parting's awfully hard,
But it's only for awhile.
The gay old world seems gray
And I'm feeling pretty blue,
But I'm going to make the best of it,
For that's just what you'd do.

You didn't stop when despair said "stop";
You didn't give in when gloom said "give in";
You set your teeth and raised your head a bit,
And started to "grin" and "grin" and "grin."

I'm going to fight just like you'd fight;
I'll cultivate your smile,
So when Mother dear looks at me,
She'll see you all the while.
And when the Reaper comes again.
And my duties here are done,
This gray old world at large will say—
"Like the Father, so the Son."



DEATH OF KENNETH ALTNOW

The many friends of H. J. Altnow, former secretary of the Oregon Hardware and Implement Dealers' Association, will be sorry to learn of the death of his son Kenneth, a young man of twenty years, which occurred in a motorcycle accident, when he was thrown from his wheel, while riding over a rough road a short time ago.

He was the proprietor of the Altnow Cyclery in Portland, and with two friends was going for a trip into the country one afternoon, when his wheel struck a rut in the roadway, and, though an expert rider, he was thrown in such a way as to instantly fracture his skull and break his neck.

He had only been engaged in business on his own account a few months, and was doing exceptionally well. His friends and parents had looked forward to a successful business career for him.

He was a young man of high ideals, brought up in a beautiful home environment, and his death was a great shock to all of the friends who knew him.

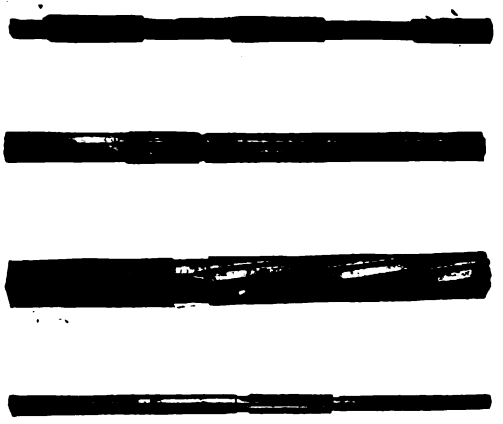
Mr. and Mrs. Altnow and family have the deepest sympathy of their many friends.

ARE YOU MAKING THE MOST OF YOURSELF, NOW?

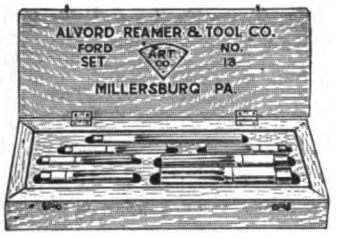
Far fields are sure to look green but when you get there they grow just everyday commonplace, in nine cases out of ten. The people there do not know you, or how dependable you are so you must expect to wait until they get acquainted before they learn to appreciate you. Be satisfied to make the most of yourself and what you are doing where you are, before you get restless for larger opportunity.

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REAMERS

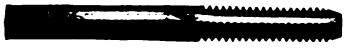


For Repair of FORD Automobiles





TAPER



PLUG



BOTTOMING



Are You Meeting Your Share of the Great Demand for These Tools?

CARRIED BY ALL LEADING JOBBERS

Write for Your Copy of Our Catalogue No. 5-A

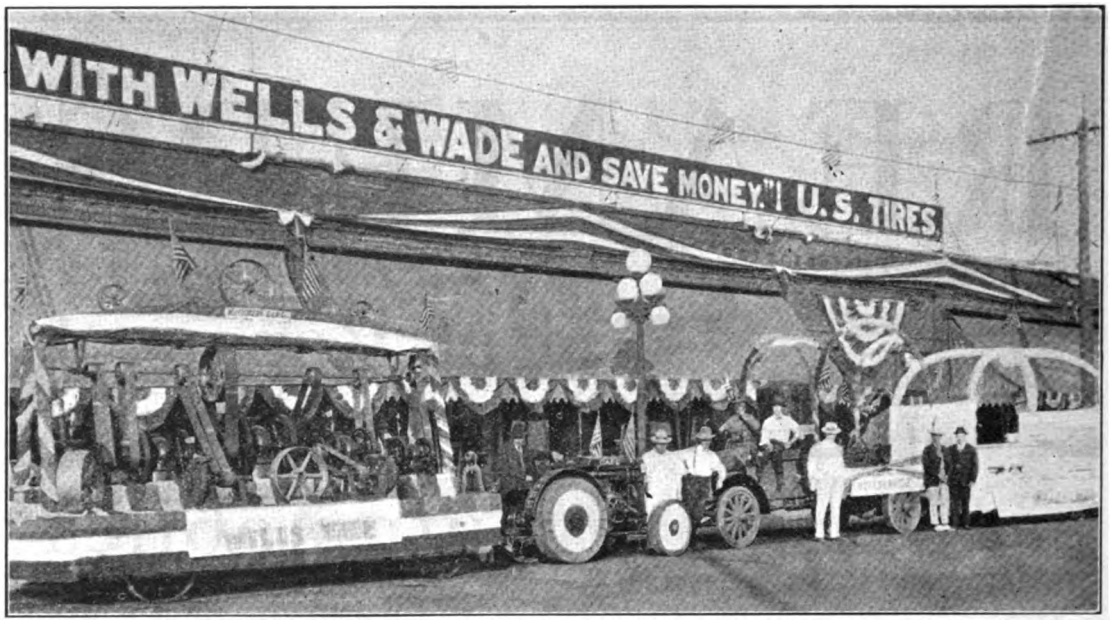
ALVORD REAMER & TOOL CO.

MILLERSBURG, PA.

BRANCHES

309 Broadway - - - New York, N. Y.
26 North Fifth Street - - Philadelphia, Pa.
190 North State Street - - Chicago, Ill.
693 Mission Street - - San Francisco, Cal.

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MOVING DISPLAYS MEAN MOVING GOODS

Wells & Wade, Inc., at Wenatchee, Wash., are among the livest and most enterprising merchants of the far West, typical of the fine orchard country that surrounds them, and at the same time taking advantage of the needs of their region to keep their stock and merchandising ideas up to the minute.

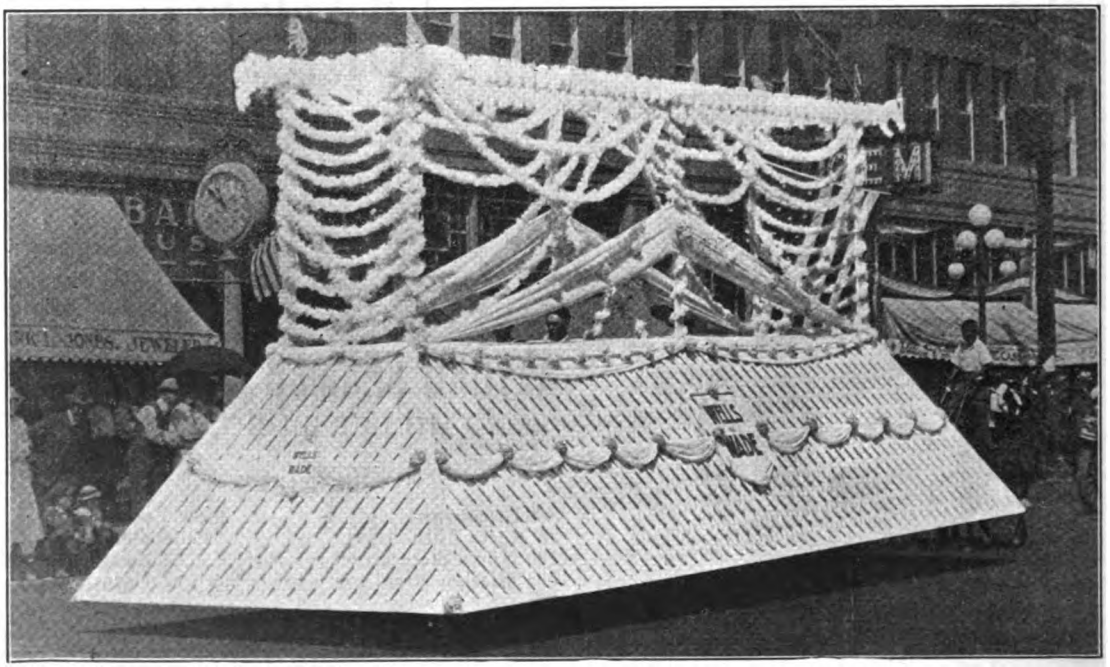
Carrying a full line of hardware, house furnishings, accessories, plumbing supplies, harness, farm engines and implements, Wells & Wade always have a variety of new goods to display attractively in their sales windows stretching along one of the principal streets for nearly a block.

At the time of the Fourth of July parade and celebration in Wenatchee recently, besides three floats in the parade, snap shots of which are reproduced in this issue, Wells & Wade took particular pains with their sales window displays, having something moving in each window.

A gravity conveyor and elevating machinery driven by an electric motor, kept a box of Skookum apples constantly going in one window. Next to it was a motor driven drag saw which did not stop sawing for three days.

Most effective of all was an irrigation set. Plants from tne greenhouse represented an orchard with water between the rows which was controlled by faucets. A small centrifugal pump driven by a 3 H. P. motor kept the water supplied, and the overflow was taken off by a division box and turned back to the pump. A miniature sprayer was at work on the trees.

This window was awarded first prize for the town by the committee in charge, and there was no doubt or contest as to the decision.



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WALDEN WORCESTER WRENCHES

FOR EVERY

MOTOR NECESSITY

SEND FOR CATALOG NO. 250

WALDEN-WORCESTER, Inc.
Worcester, Mass.

UNIVERSAL Transmission Lining

Comes Just the Way the Ford Owner Wants It

with everything for the job in one handy, conveniently sized box, containing the three proper lengths of lining for Ford transmission bands and all the rivets required. There is no sales resistance—it sells itself on sight.

It costs him $1.25 and turns a good profit to you. It is a repeater—for Universal Transmission lining is the finest of cotton lining treated with a perfected compound which renders it incapable of absorbing oil, gasoline or water. Once used it seems the only lining worth installing.

Universal has the staying power that stands up under the severest strain. It works noiselessly and quickly—fills a big need of an immense market that is asking for it a thousand times in a thousand places every hour.

Write at once for our quantity prices on these Universal Sets. Also on transmission lining and the celebrated S-M-C Brake Lining in rolls.

Staybestos Mfg. Co.
The "Modern" Factory
5547 Lena St.,
Philadelphia, Pa.

$1.25 Complete



Equipped to manufacture all widths up to six inches.

THE UNITED STATES SUPREME COURT UPHOLDS RIGHT OF REFUSAL TO SELL

In an opinion delivered by Mr. Justice McReynolds, the United States Supreme Court confirmed the decision of Judge Wadill, of the District Court for the Eastern District of Virginia in the Colgate case. The language below silences for all time any question concerning the right of refusal to sell in the absence of any monopolistic purposes. An excerpt of the findings of the Supreme Court pertaining to this particular phase is quoted herewith:

"The purpose of the Sherman Act is to prohibit monopolies, contracts and combinations which probably would unduly interfere with the free exercise of their rights by those engaged, or who wish to engage, in trade and commerce—in a word to preserve the right of freedom of trade. In the absence of any purpose to create or maintain a monopoly, the act does not restrict the long-recognized right of trader or manufacturer engaged in any entirely private business, freely to exercise his own independent discretion as to parties with whom he will deal. And, of course, he may announce in advance the circumstances under which he will refuse to sell."

NO MORE INJURIOUS SOAPS

The campaign against the old-fashioned and ruinous "hard" and "soft" soaps for washing motor cars continues with increasing volume and force. The paint and varnish people have joined issue with the auto makers for the use only of preparations that do not mar fine surfaces.

They, in turn, are being supported by the auto accessory dealers. The death knell of all alkali and soda soaps is being rung all over the land. The time has arrived when the public will no longer be imposed upon in this respect. Already the intelligent and careful motorist is insisting that his car shall be washed with a solution that will not injure fine appearance. The result is highly satisfactory and beneficial all around.

There is really no need to use injurious soaps nowadays. Chemists have been busy in their laboratories and evolved a thoroughly economical and harmless preparation that fills every requirement in this respect. One has only to apply at a reputable dealer of auto accessories to be promptly and gladly supplied. This applies fully as much to the garages that make a specialty of washing cars as to the owner who washes his car at home.

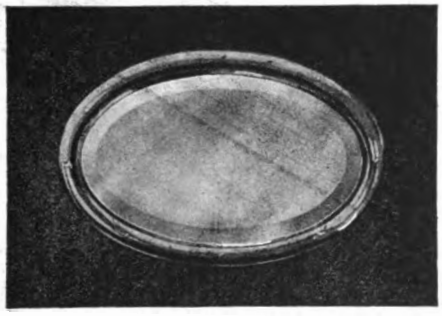
The Cottonwood Hardware Co., Cottonwood, Idaho, has employed P. H. Dye to take charge of their automobile and garage business, which is run in connection with their establishment.

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Mr. Hardware Dealer:

Your Automobile Accessory stock is not complete without these lights; thousands of automobiles are now owned by farmers and residents of small towns, in which there are no repair men capable of renewing curtain windows. With our

Improved Pioneer Automobile Curtain Lights



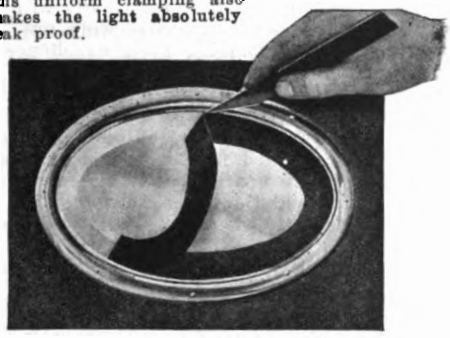
you can make many happy minds and create a lot of new business in your Accessory department, as these Curtain Lights are designed for those who take a genuine pride in the finished appearance of their car; their symmetry making them distinctive and unusually attractive.

So constructed that they will not give away, yet they are extremely light and require no extra top lining.

A selected grade of 3/16 polished plate-glass is used and each glass is carefully beveled to produce edges of uniform thickness and a bevel of uniform width.

Very easily put in and there to stay; all studs being securely fastened in the outer frame and so placed they align themselves perfectly with the holes in the back frame.

Fabric and glass are rigidly held in place by means of the snug fitting design of the two rings, which clamp the fabric with uniform pressure over all, and to prevent all rattling or breaking. Fabric so clamped where it comes in contact with the glass without being scored or cut by sharp edges. And this uniform clamping also makes the light absolutely leak proof.



And the above illustration shows the final operation of removing the narrow edge of fabric which extends inside the frame when the light is mounted. Very simple; with a sharp knife this fabric is removed quickly, neatly and accurately by using the edge of the frame as a guide in cutting.

MADE IN VARIOUS SIZES AND FINISHES
SEND FOR COMPLETE LITERATURE
SOLD THROUGH THE JOBBERS ONLY

THE BREWER-TITCHENER CORP.
Manufacturers
CORTLAND, NEW YORK

There is an OWEN QUALITY TIRE for Every Truck and Motor Need

OWEN CORD TIRES are built for the motorist or truck owner who demands maximum resiliency and thousands of miles of "no trouble" service.

They represent the latest developments in cord tire construction and are made in either the ribbed or non-skid treads.

Try one and you are sure to run on OWEN TIRES forever



The Owen Tire & Rubber Co.
2336 Euclid Ave., Cleveland, O.

109 New Montgomery St.,
San Francisco, California

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GET ACQUAINTED WITH

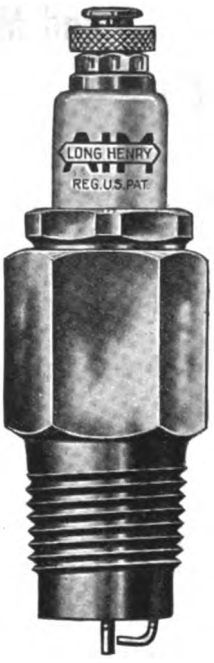
LONG HENRY

Designed to give the Ford car the **most durable and efficient Spark Plug** that money can buy.

Long Shell; Extra heavy Insulator and Electrode.

Long Hex; Any wrench fits it.

Long Base; Puts the spark down into the heart of the gas.



"The Spark Plug that Brings Repeat Orders"

AUBURN IGNITION MFG. CO.
AUBURN, N. Y.

Western Representatives
MITCHELL MFG. CO.,
San Francisco, Cal.

DURO-LAC

POLISHER AND CLEANER

For Autos and for Furniture

Removes— Tar, Grease, Grime, Oil, Dust and Scum. Saves Time and Labor A Neat, Clean Job in a few Minutes.



Dealers— Duro-Lac is actually selling itself. Get in touch with your Jobber, or let us send you a sample and tell you all about it.

DURO-LAC MEANS MORE AND SATISFIED CUSTOMERS

International Sales Co.
LOS ANGELES, CAL.
Manufacturers.



"SHAKE" WITH A GENTLEMAN OF POLISH

"Shake," says the business card of Frank B. Webster, chief of the automobile polish department of the International Sales Co., and "Shake" says the label on the can of Duro-lac invented by Mr. Webster and distributed to the trade by the International Sales Co.

In these days of many auto polishes it is rarely the trade meets a man and a polish that holds to the legitimate channels of the trade in its creation and distribution, but we believe that Mr. Webster and Duro-lac handle themselves that way.

Duro-lac was invented by Mr. Webster and is the result of twelve years connection with the automobile business. Beginning as a mechanic in the shops of one of the largest automobile companies, Mr. Webster was confronted with the garageman's and individual car owner's problem in keeping the car looking well.

When he later became a dealer in used cars the question of a reliable and sound polish was even more acute. So Mr. Webster set to work finally to analyze the best polishes he could find and to work out a combination which should combine their excellences and so surpass them, and Duro-lac is the result.

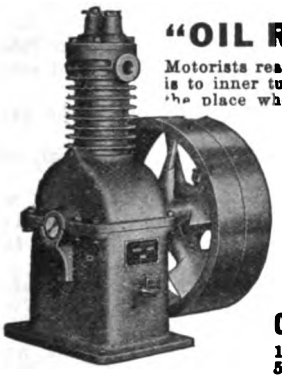
During the first two years of his advent into the production of polish, Mr. Webster spent all the accumulation of his ten years in the automobile business, but he has been rewarded for his confidence and his painstaking, legitimate venture, and this fact alone is the highest recommendation that Duro-lac can have. Its sales are constantly increasing, and users return for more.

It is sold through jobbers only, and goes entirely to the hardware and accessory trade.

Adam Otto, a pioneer hardware merchant and the founder of the Ott Hardware Co., Santa Barbara, Cal., passed away at his home recently, after an illness of two years. He was 72 years of age, and a native of Germany. He came to this country when a young man, and engaged in the hardware business in the early sixties. In 1875 he went into partnership with E. C. Roeder and the firm became Roeder & Ott, continuing until 1902, when Mr. Roeder retired. The Ott Hardware Co. today is known as one of the most enterprising and progressive institutions in the West. Mr. Ott is survived by two brothers, two sisters and three children, Charles A. Ott, of the hardware company, being his only son.

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N. J. Jones & Co., retail hardware merchants at Long Beach, Cal., have been adding to their auto accessory department, and report a splendid trade in tires and other accessories.



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

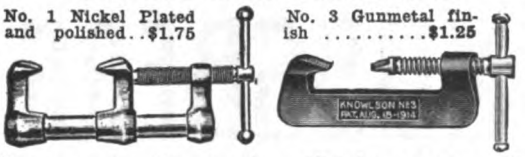
Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished..$1.75

No. 3 Gunmetal finish $1.25



Easy to operate. Fits any spring. All dealers, or sent prepaid

Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.



With the——

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office, 836 Hamilton Avenue, Allentown, Pa.

Here's the Way to Real Profits with the

EWALD
Tire Retreader Outfit

TAKE ADVANTAGE OF THIS BIG FREE OFFER TO HARDWARE SHOPS

WE GIVE YOU FREE OF CHARGE with each machine an assortment of 1000 Ewald Special Staples. Our extremely low list price of $20 is subject to an attractive trade discount, which together with the **free outfit** will repair more than enough tires to pay for it all.

Just think—5 hours of work, stapling 5 casings at $3.00 each and this outfit costs you nothing.



Get It Now and Begin to Make Real Money

Write us today and start the ball rolling towards big profits. Some dealers and garagemen are making as much as $30 a day with the Ewald. Act Now—Every day you delay means money out of your pocket.

Manufacturers
ROMORT MFG. CO.,
Oakfield, Wis.

Sales Dept.,
THE ZINKE CO.,
1326 Michigan Ave.,
Chicago, Ill.

HERE IS MORE THAT YOU GET ABSOLUTELY FREE!!

1 Full Sheet of Directions
1 Can of Mica Tire Powder.
1 Tracing Wheel
1 Notched Knife
1 Tire Spreader
1 Cement Brush
18 ft. Reliner Strip
1 Can Cement.

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MOSSBERG

ALL STEEL WRENCHES AND TOOLS

Mossberg Socket Set No. 14 has the right tool for every job. It is the "complete-est" socket set made, and is the set recommended for all farm repair work.

Your attention is also called to our No. 4 Set of Open-end Wrenches, assorted sizes, and to the "K" series of Adjustable Wrenches, of Mossberg Standard Quality.









FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO, MASS. U.S.A.

"X" LABORATORIES MOVE OVERNIGHT BY TRUCK FROM BOSTON TO NEW YORK

The "X" Laboratories are now located in New York, having moved their entire offices overnight by motor truck from Boston.

A handsome suite of offices on the seventh floor of 25 West 45th street houses the executive and sales departments.

When interviewed today, Mr. L. J. Stern, the general manager of the "X" Laboratories, said:

"For a long time the tremendous growth of our business made it advisable to consider moving.

"But unless the move could be made overnight, we figured that the interruption to business would have been too serious. Consequently we decided upon the plan of using motor trucks.

"In the early afternoon of July 28 a fleet of motor trucks lined up in Washington street, Boston. With the utmost speed great quantities of furniture and office equipment were transferred to the trucks, and one after another they roared away on the journey to New York.

"The personnel of the company, numbering some 40 people, followed by train, and promptly at 9 o'clock the next morning business was resumed in splendid new quarters at 25 West 45th street, New York. There was hardly any interruption or confusion.

"Every item of equipment was in its appointed place—an emergency force of men being on hand to meet the trucks when they arrived in the early morning hours."

Speaking further about the removal of the general offices, Mr. Sern said:

"We have in mind some big plans for the expansion of our business.

"Three new products are to be added to "X" line. One of them will soon be announced. It is the Rearometer. This is a distance indicator, built on the principle of a rear view mirror. It measures accurately the distance any object is to the rear of a car and how near an object is to the side. The other products are now being tested in our laboratories and in due time will be announced."

Only the general offices of the "X" Laboratories have been moved to New York. The factory in Boston is to be retained. An additional factory will be equipped in or near New York City.

"GOOD APPEARANCE OF THE CONTAINERS"

Letters from dealers and jobbers have been quoted telling of the high quality of Dixon's Graphite Automobile Lubricants, but here is one that not only tells of the quality of the goods themselves but also of the attractive appearance of the containers.

The Joseph Dixon Crucible Company have endeavored to make these containers as attractive as possible, so that they make an impression on the customer and thus aid the dealer in selling the product.

With considerable pride and pleasure they quote a letter from the Atlantic Automobile Company, Atlantic City, N. J.

"We desire to thank you for your hearty cooperation and assistance in enabling us to make quick turn overs with your products. We also want to particularly mention that, aside from the high quality of your automobile lubricants, we desire to compliment you on the good appearance of the containers in which they are forwarded. We have found that the attractive appearing packages of automobile lubricants are already half sold."

A new building is being erected for the hardware store of John A. Sells, of Bellingham, Wash., which will enable them to carry a larger stock.

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Sells to Every Belt User



Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO ILL.

GET FULL MEASURE OF SPRING WEAR



The far-reaching Guarantee under which
HIGGINS QUALITY SPRINGS
For Replacement
are sold—years of successful usage *back* of them—the new, improved principle of construction give you *positive protection* against imperfections—breakage and bother.
Best for the *dealer* because they deliver greatest worth in wear to *user*. Write for Trade Discounts and Big Catalog listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 941 Racine, Wis.

NO BOLT – NO HOLE – NO HUMP – NO JOLT

THIS IS THE "BABY"

Trade Mark Reg. U. S. Pat. Off.

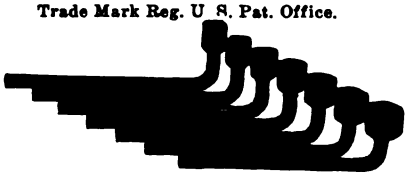
Hammerless Revolver



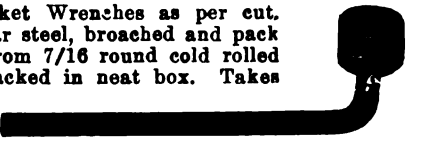
Just what all campers, automobilists and other sportsmen are looking for; every family needs one or more. Only 4 inches long, and 6 ounces in weight. Shoots .22 caliber short, rim fire cartridges. Six shot. Positive fire. Equipped with folding trigger, interchangeable parts and one-piece main and trigger spring. Blued and nickel finish.

"HEXALL" Offset Socket Wrench Set

Trade Mark Reg. U. S. Pat. Office.



Consists of 7 Socket Wrenches as per cut. Sockets made from bar steel, broached and pack hardened. Handles from 7/16 round cold rolled steel 7" leverage. Packed in neat box. Takes the following sizes of Bolts and Nuts.



Socket No.	1	2	3	4	5	6	7
Inside Diameter Across Flats	1-2	9-16	39-64	5-8	11-16	25-32	7-8
U. S. Standard Bolt	1-4		5-16		3-8	7-16	1-2
Cap Screws	5-16		3-8		7-16	1-2	5-8
U. S. Standard Castellated	1-4		5-16		3-8	7-16	9-16
A. L. A. M. "	5-16		3-8		7-16	1-2	9-16
A. L. A. M. Plain	5-16		3-8		7-16	1-2	9-16
S. A. E.	5-16	3-8		7-16		1-2	9-16

Break any Sedgley Wrench and we repair it no charge

"HEXALL"

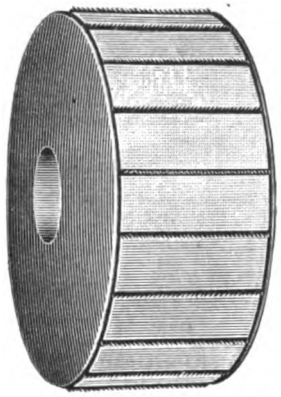
"Trade Mark Reg. U. S. Pat. Off."

Ratchet Socket Wrench No. 1, 16 Pieces.
Ratchet Socket Wrench No. 2, 11 Pieces.
Demountable Rim Socket Wrench.
Socket Wrench No. 5.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco, Cal.

R. F. SEDGLEY MANUFACTURER 2311 N. 16th STREET PHILADELPHIA, PA.

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"Just What We Want!"

That is what the experienced vulcanizer says when he sees a

TABER TIRE DRESSING WHEEL

BECAUSE
it's got anything else skinned a mile for removing dead rubber for retread or halfsole work

AND IT
leaves a pretty surface, too, which is most desirable for perfect cohesion between rubber and cement,

AND IF
the removable blades become worn they can be replaced for only $3.00.

Price, Wheel Complete, net.....$15.00

made entirely of metal and with a perfect balance.

Write to

T. & T. TIRE DRESSER CO., 504 Mission, or
CONSOLIDATED SALES CO., 35 Montgomery
BOTH OF SAN FRANCISCO



DIXON'S
Graphite Cup Greases

are the result of 90 years' experience. They are made from the highest grade mineral oil, stock, scientifically blended with selected flake graphite.

Bearings soon acquire the well-known graphite polish that eliminates friction and causes easy running.

Made in several consistencies to meet every requirement. State yours.

Write for Circular No. 230-R.

Made in JERSEY CITY, N. J., by the
JOSEPH DIXON CRUCIBLE COMPANY
Established 1827

50% INSURANCE FOR WESTERN DEALERS

So important is the fire insurance question to the hardware and implement dealer that a new figure has come into the Western hardware field. Although B. S. Long is beginning his Pacific Coast business in California, he hopes to be able to extend his counsel and service to the entire Western territory before long.



B. S. LONG
Western Representative Minnesota Implement Mutual Fire Insurance Company and the Hardware Mutual of Minnesota.

Some nineteen years ago the hardware and implement dealers of Minnesota realized they were being charged too much for their fire protection, so they organized through their dealers' association to carry their insurance at actual cost.

The first few years their premium return was only 15 per cent, but from year to year they have been able to increase this premium return until they are now refunding one-half, and have accumulated a reserve of nearly a million dollars. They now have over fifty million of insurance in force and are increasing this at the rate of over two million per month.

The reason this company is able to make this great saving is because they do not write in the conflagration districts, nor on the more hazardous class of risks, such as restaurants, hotels, livery stables, pool halls and stocks of millinery, but only on the implement and hardware stores in protected towns, which are preferred risks from the insurance standpoint.

The fact that this company has been able to secure a license in whatever territory it has entered is guarantee as to their reliability. The Minnesota Implement Mutual Fire Insurance Company and the Hardware Mutual of Minnesota are licensed and doing business in nearly every state in the Union.

This company writes fire and tornado insurance on implement and hardware buildings, stocks, fixtures, dwelling and household furniture, collecting the same tariff rate charged by the old line companies and refunding 50 per cent at the expiration of each policy.

Mr. Long will be glad to give further information regarding this 50 per cent saving as well as other features of the insurance. Letters addressed to his office at 968 Bush street will bring full information or an interview.

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ANNOUNCING THE INCORPORATION OF THE

Lemco Mfg. Co.

LOS ANGELES, CAL.

Successors to Leslie E. Moore, Inc.

WE ARE NOW MANUFACTURING:

Lemco No. 1-A Collapsible auto camp grates.
" No. 1-K, 2-K, 3-K, 4-K double side, single side, double rear and single rear Ford Tire Racks.
" No. 1-E Ford Trunk rack, can be attached in 15 minutes, without any machine work.
" No. 4-B Adjustable canteen and suitcase carrier.
" No. 1-B 8-quart non-adjustable canteen holders.
" No. Q-B Adjustable luggage carrier.
" No. 2-B Running board luggage carrier, 2 parallel oak slats, folds flat when not in use.
" No. 1-J Adjustable valve grinder.
" No. 1-N Bicycle stand clips.
" No. 1-M Adjustable bicycle carrier with side wings.
" No. 2-M Adjustable light bicycle carrier, without side wings.
" No. 1-O Ford foot accelerator, **new design**, easy to install.
" No. 1-H Ford number plate bracket, fits under front light.
" No. 2-H Ford number plate bracket, fits under crank.
" No. 1-P 1-inch angle iron (1-piece and 2-piece) Radius rod support.
" No. 1-R Adjustable valve lifter (special design).
" No. 1-D Compression and air gauge.

WE ARE ADDING ABOUT 25 NEW ARTICLES TO THE LINE MANUFACTURED BY LESLIE E. MOORE CORPORATION

We will deliver direct to the trade where the dealer can't procure the **LEMCO** goods from the jobber. Write for new discounts.

WE MAKE PROMPT DELIVERY ON ABOVE GOODS. WRITE TODAY.

LEMCO MFG. CO. - - No. 1042 South Olive Street, Los Angeles

MOUND TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers
Carbon Scrapers
Chisel Sets
Pry Bars
Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

Send for Catalog

Pacific Coast Representative
Omer Cox, 525 Market Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

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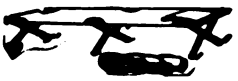
THE LEE BROOM

is known and sold nationally. Many styles for various sweeping purposes. A good profit can be made on a small investment.

Write for interesting details about the new style

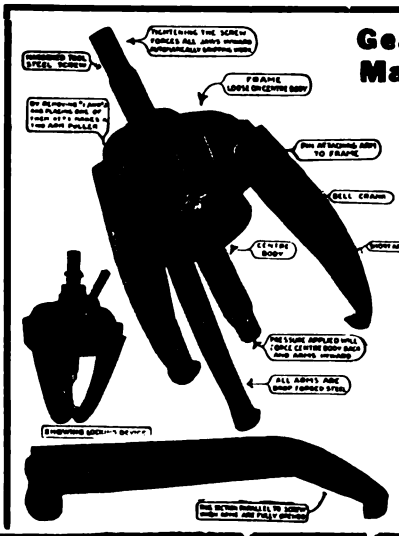
2 BROOMS IN 1

Lee Broom & Duster Co., Lincoln, Nebr.
(50 years making better brooms)



We make TUCKED PEERLESS TUCKER

COTS AND CAMP FURNITURE, MOPS
Tents, Awnings, Covers, Leggins, Carpenters' Aprons
4 Factories. Write for Prices. Prompt Shipments.
TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.



Gear Pulling Made Easy

by using the latest and best made tools

No tool will help a repairman more than the No. 1 for Heavy Work. No. 2 for Light Work.

GREB AUTOMATIC GRIP PULLER
BEACH PATENT

It has a positive grip, can be locked in any desired position, cannot unhook, and adjusts to work instantly.

TEN DAYS' TRIAL. If your dealer or jobber does not have them, we will send you one. Try it for ten days. If not satisfactory, return it to us and we will refund your money.

JOBBERS AND DEALERS: Get our Proposition.

Other Greb Products:

Greb Arbor Press Base and Bench Plate.
Greb Rim Tool (for cross split rims).
Greb Tire Remover and Replacer (for Firestone Rims).
Greb Rim Remover and Replacer (From all wheels).
Greblox Solder Cement.
Greb Auto Lock. Greb Tire Spreader.
Grebford Lock No. 1. Grebford Extensions.

THE GREB COMPANY, 234 State St., Boston.

TRAINING THEIR BOYS TO BECOME EXECUTIVES

The B. F. Goodrich Rubber Company looks upon its messenger boys as its future executives. In a recently published volume called "Playing the Game as Messenger Boy," the company talks as frankly to the lads and in much the same spirit as a typical American father would do. Although expressed in delightfully practical, plain language, drawing its similies from the ball field, the "Best in the Long Run" company tells its junior employes that the human quality of its organization must be developed as perfectly and carefully as the purely mechanical science of the rubber industry.

In the foreword, the company likens its organization to a football team, saying: "No football team could expect to win a championship game if the quarterback had a broken arm. Just so the B. F. Goodrich Company cannot hope to achieve the fullest measure of success unless every individual on its team is doing his best and all are pulling together."

The Goodrich Company warns the boys that the whole company may be judged by their conduct toward visitors and urges them to take their lesson from the erect, alert soldier who is "on his toes" all the time. Of especial importance, says "Playing the Game as Messenger Boy," is the fine observation to be drawn from the conduct of the United States Marines at Chateau Thierry. The Marines had prepared for years to give the account or themselves they did. "The odds against them were very great," the boys are told, "yet we all know how they stopped the Germans and a few days later thrashed the famous Prussian Guards. You cannot hope to reach your desired goal in a day or a year. The Marines had to train many long, tedious months before they were ready for Chateau Thierry. You can cultivate just the same spirit as made the United State Marines renowned the world over."

"Theodore Roosevelt always had a word of cheer for everyone. The small boy on the street was just as attractive to him as the great statesman. Courtesy simply comes from one's heart and is another term for kindness," the writer points out in a warm tribute to the great President. "A butler or a porter may be ever so polite to his superiors; he may affect an air of great respect, yet he may not possess a single grain of courtesy. His politeness only extends to those from whom he expects a tip, or some other benefit. "Would you rather be classed with a fawning butler, who pretends to be polite, or with such a man as Theodore Roosevelt?"

In a chapter about mistakes, the book enjoins the boys to be manful in admitting mistakes, and quotes Abraham Lincoln's remark: "Show me a man who never makes a mistake and right there I will show you a fool." The proper mental attitude for success is drawn from the life of Andrew Carnegie, and the boys are warned to cut down the width of their "yellow streak."

In conclusion, the booklet reads: "When you get to first base in a game of baseball, you don't fold your arms and wonder how long before it's time to go home. The first chance you get, you're down to second, and all your gang yells: "Attaboy, ol' Top." The game you are in now is the game of life. It is a bigger game than was ever played between the New York Giants and the Chicago White Sox or anybody else in a world series. We can only play the game once and if we lose there won't be any comeback. Thousands of boys never realize this until they are men of 50. Opportunity has come to them, but they were caught, flat-footed, off second base. They were watching the clock instead of the game. Position, wealth and happiness is yours if you go after it. Nothing can stop you, but yourself. It's up to you."

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5,000,000 Tire Pumps

need new Hose right now

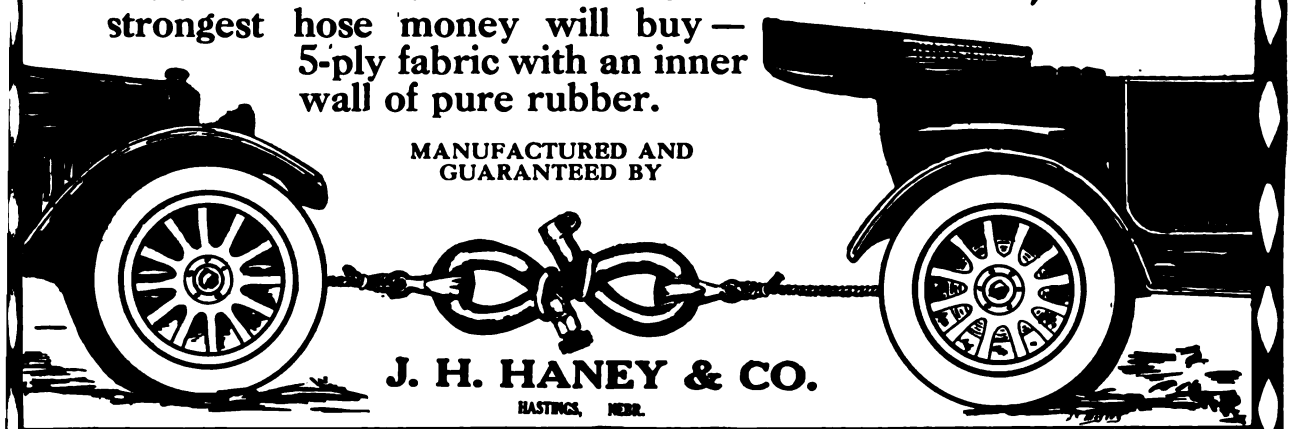
THE ROSE TIRE PUMP HOSE

Fits nearly all hand tire pumps made and comes complete with connection and hose bands ready to attach.

ROSE TIRE PUMP HOSE is the strongest hose money will buy — 5-ply fabric with an inner wall of pure rubber.

List Price, 75c

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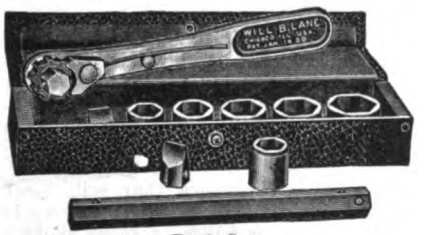


J. H. HANEY & CO.

HASTINGS, NEBR.

Lane's "Unique" Ratchet Wrench Sets

FOR MACHINE SHOPS, GARAGES, MOTORISTS AND MECHANICS OF ALL TRADES. ENTIRELY MACHINE MADE

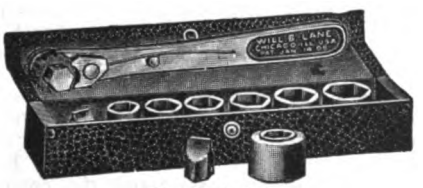


Ford Set
7-inch Handle, 6 Sockets and Extension Bar.

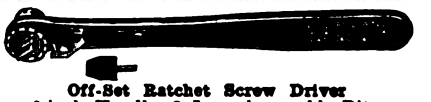
CARRIED BY JOBBERS IN ALL PARTS OF THE WORLD



Super Unique Set
9-inch Handle, 15 Sockets and Extension Bar.



Standard Set
7-inch Handle, 7 Sockets



Off-Set Ratchet Screw Driver
6-inch Handle, 2 Interchangeable Bits.

MANUFACTURED ONLY BY

WILL B. LANE - 180 North Dearborn Street, Chicago

OUR WRENCHES HAVE SOLD FOR 10 YEARS WITHOUT CHANGE OF CONSTRUCTION.

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Service—

that is what the user requires of an ignition battery — not only long service but the **right** kind of service. High amperage is an important item of service — so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York 17 Park Place | Chicago 114 S. Wells St. | St. Louis 1106 Pine St.

604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio; St. Louis, Mo.

MOTOR MERCANTILE COMPANY

Wholesale **Exclusively**

AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

Distributors for

Motul and Cyldene Oils, Gearese and Cupese
Columbia Storage Batteries
Stanley Self-oiling Springs
Johnston Curtain Windows
Kay Bee Spotlites
Fafnir Bearings
Zenith Carburetors
Reliable Jacks
Lenox Hack Saw Blades
"Dri-Kure-Retreder" Vulcaniser
Edison Mazda Lamps
Rives' Pedal Pads
"Genemotor" Ford Starting and Lighting System
Arrow Grip Truck Chains
Aluminite Solder
Gitts Oil Cups
Ford "Ever-Safe" Brake Shoes
Raybestos, Non-burn and Thermoid Brake Linings
Chase Auto Top and Upholstery Materials
"Rie-Nie" Winter Fluid
Vulcanizer Tools, Supplies and Equipment

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

LOOSE WHEELS TO BE AVOIDED

Prevention of accident is the ever-present duty of all motorists. The driver should be always vigilant to prevent disaster. Careful driving is, of course, the first consideration, the idea being to always avoid risk.

Next comes the maintenance of the car in good condition. This requires frequent inspection, especially of the wheels. Wheel trouble is too frequently overlooked and the condition of the spokes neglected. Loose spokes make the car unsafe in sudden emergencies, with terrible results in some cases.

The first indication of loose spokes are squeaks and paint cracks where the spokes join at the hub or rim. The cracks show that the wood has shrunk. If not attended to promptly, the spokes work looser, till the stability of the wheel is seriously impaired. Then, at a critical moment, the wheel collapses.

The motorist should always take time to see that the wheels of his car are in good running order for still other reasons. It is much easier and less expensive to correct defects in their early stages than later on. Again, unsound and insecure wheels cause all other parts of the car to deteriorate more rapidly than they would otherwise. If the wheels do not run true, the tires soon wear out, the chassis is warped out of shape, and the foundation on which the motor rests weakens so that the mechanism works under unnecessary and ruinous strain.

Neglected wheels soon reduce a car to a condition of useless junk, whereas a little care as occasion demands adds greatly to its life, pleasure and security.

A RATCHET TAP WRENCH FOR YOUR REPAIR NEEDS

After seven years of intensive study and development the Alert Tool Co., of Philadelphia, now offer to the garage and machine shop trade a line of wrenches that will tap and ream holes quickly in heretofor inaccessible places without having to tear down the auto, truck, tractor or machine.

It is claimed by the makers that mastery of the confronting problems has perfected a line of "T" and Corber type of ratchet wrenches that will meet all conditions. The selling field for this line is very large, and in most cases the finer needs of these shops have not been satisfactorily met. The Alert 18-inch combination Ratchet Extension Tap Wrench is said to do marine engine and auto repairing jobs in fifteen minutes that formerly consumed from eight to ten hours.

The sales department of the company has just issued four forcible and convincing display boards which will do half the Alert dealer's selling for him. These are ready for immediate delivery. Attractive display of this sort should mean rapid turnover and quick sales. The list prices are printed on the back of each board for the wrenches there displayed, and the company offers a 33 1-3% discount to the trade.

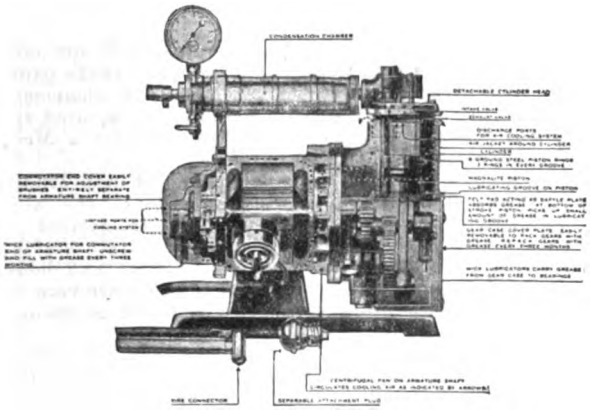
The Central Hardware Co., Hollywood, Cal., have been improving their store facilities in order to give them better display arrangements, and to enable them to carry a larger stock.

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BLACK & DECKER LECTROFLATER

Design in garage and automobile equipment of every kind has kept pace with the progress of the automobile itself and now we find even the private garage is equipped with devices for the maintenance of the car which we did not dream of a few years ago.

The majority of modern garages, public or private, are electrically lighted, which has made possible the labor-saving devices which are found in the well-equipped garage of today—the electric soldering iron, the electric fan, the portable electric drill, the electric valve grinder, the rectifier and the electric tire pump, any of which can be plugged into the light socket in a few seconds.



Most of us can remember the bulky air compressor outfit we used to see when we went to the garages for air and the thought of having one in our private garage would have seemed preposterous. Now, owing to advance in design, the properly appointed private garage has an efficient little unit, which, attached to the electric light socket will operate from the lighting circuit at negligible cost for power.

The same machine, or a series of them, are found in the public garage and in community garages. The up-to-date factory also has one or more for its service cars and for the convenience of officials and employees who have cars.

A few years ago the cost of an electric air compressor was high and a mechanic and electrician were necessary to install it. Now, it costs but little more than one good tire and anyone who is capable of turning on an electric light can operate it.

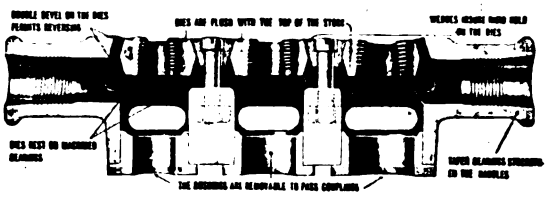
It is due largely to the fool-proof design and construction that these devices are time and money-savers instead of additional complications to worry about.

Every garageman realizes that he cannot hold his trade or build up his business without he gives free air service. Imagine what air service would mean to him if he were obliged to be constantly fussing with the machine—oiling it once or twice a day, repairing broken drive belts, replacing and reseating ball valves and what not. What would the average owner do with such a machine in his private garage?

The manufacturers of such devices, however, realize that their products will be used by people who do not profess to have engineering knowledge and have designed and built their machines with this in mind.

We are all more or less familiar with modern automobile design but few of us know much about the design and construction of the many accessories and supplementary devices which help to make motoring a pleasure and at the same time reduce the attendant expense.

Like the modern automobile motor, the electric air compressor of today is a self-contained unit. It is simplified to a high degree and entirely enclosed for protection against abuse, to exclude dust and grit from



moving parts and to maintain correct alignment of shafts and gears. Owing to the unit construction and enclosed design, it is unusually compact and clean.

The Black & Decker Lectroflater Is a Good Example

A two-piece housing encloses the motor, the gear train and the compressor cylinder. End covers fastened with screws, enclose the commutator and brush rigging of the motor at one end the gear train at the other. The compressor cylinder is fastened in the housing with machine screws through the flange on the cylinder head and that part of the housing enclosing the cylinder, forms an air jacket for the cylinder. In addition to being the frame in which the various parts of the machine are mounted, the housing completely encloses all these parts and forms one big air jacket. A centrifugal fan on the armature shaft of the motor draws air in through ports in the commutator end cover, circulates it all through the motor and finally forces it around the compressor cylinder and out through the ports under the cylinder head.

The perfection which has been obtained in automobiles is largely due to the departure from the theory that associated power with weight and bulk in early motor car construction. In other words, the slow speed engine of large dimensions has been supplanted by the engine which develops greater power through a higher rotative speed and actually weighs less and occupies less space. The same principle has been applied to the electric air compressor and is a further reason for its compactness.

The motor develops one-half horsepower and has a high starting torque. Both field and armature are built up of insulated laminations of high permeability. Motor is series compensated wound and operates on direct current or on alternating current, 25, 40 or 60 cycles. The motor is mounted in the housing with air space between the outside or the stator of field and the housing, so that the air circulates all around the windings. The bronze bearing in which the commutator end of the armature shaft runs is supported by a spider, which also carries the brush rigging so that the commutator end may be removed for inspection or adjustment of brushes without interfering with the operation of the motor.

A spur gear is threaded on the driving end of the armature shaft, which, through a double reduction, drives the bull gear which carries the crank pin. This gearing operates in grease in a separate grease tight compartment, like an automobile transmission, and lubrication is accomplished by removing the gear case plate and packing the case with grease, which, the manufacturer claims is only necessary once every three months. The grease in the gear case takes care of the cylinder lubrication in a unique manner. The cylinder barrel is held against a thick felt washer with a slot in it for the connecting rod, which acts as a baffle plate to prevent the grease from the gear case being thrown into the cylinder. This felt washer absorbs a small amount of the grease by capillarity and every time the piston reaches the bottom of its stroke, it is pressed into the felt very slightly so that a very small amount of the grease is picked up on the skirt of the piston and on the up-stroke this lubricates the cylinder.

The armature shaft bearing at the driving end and the bearings for the shafts of the compounding gears are lubricated by small cylindrical felt wicks which are held against the shafts by small springs and which carry the grease to the bearings from the gear case

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by capillarity. The commutator end of the armature shaft is also taken care of by a wick lubricator supplied with a separate grease cup, so the entire machine is lubricated by grease alone, no oil being used.

The machine is shipped packed with grease and ready to run for three months, there being no oilers or oil level to maintain. Attention to lubrication is reduced to once every three months.

The connecting rod is of aluminum alloy, the same as in most high class automobile motors. This reduces inertia and consequent vibration, improving the general operation and increasing the wearing qualities of the machine.

The piston is fitted with six ground steel piston rings in two slots, the breaks in the three rings in each slot being staggered—practically the equivalent of two three-piece rings of the leak-proof type.

The valves—poppet type—are of brass, with ground seats and are mounted in the removable cylinder head. After leaving the cylinder, the air is passed through a separation chamber to remove moisture.

The smallest size lectroflater has a capacity of two cubic feet of free air per minute, which means that it will inflate a 34x4 tire from flat to 80 pounds in about one and three-quarters minutes.

This is the machine which is illustrated.

The entire machine with its high speed motor is no bigger than the average slow speed motor, developing the same power.

HARDWARE EXCHANGE PLANS PROGRESSING

October 15 is the date decided upon for the opening of the International Hardware and Housefurnishing Exchange, which is to be one of the permanent expositions of the Merchants' and Manufacturers' Exchange in Grand Central Palace. Since the announcement made some weeks ago that the Merchants' and Manufacturers' Exchange of New York was to take over Grand Central Palace for the purpose of turning it into a mammoth trade clearing house, considerable comment has been made in many lines of industry, especially in the hardware field.

The new enterprise enjoys phenomenal backing. The Nemours Trading Corporation, of which Alfred I. du Pont is president, owns and controls the Merchants' and Manufacturers' Exchange of New York. It has branches in all of the leading cities of the world, consisting of 10 branch offices and 3000 foreign selling agencies.

The Hardware Exchange will fill a long-felt want in its own particular field. The development of both foreign and domestic trade to which the venture looks forward, unquestionably will be remarkable during the next few years, and in this development the Merchants' and Manufacturers' Exchange in general, and the Hardware and Housefurnishing Exchange in particular, will be big factors.

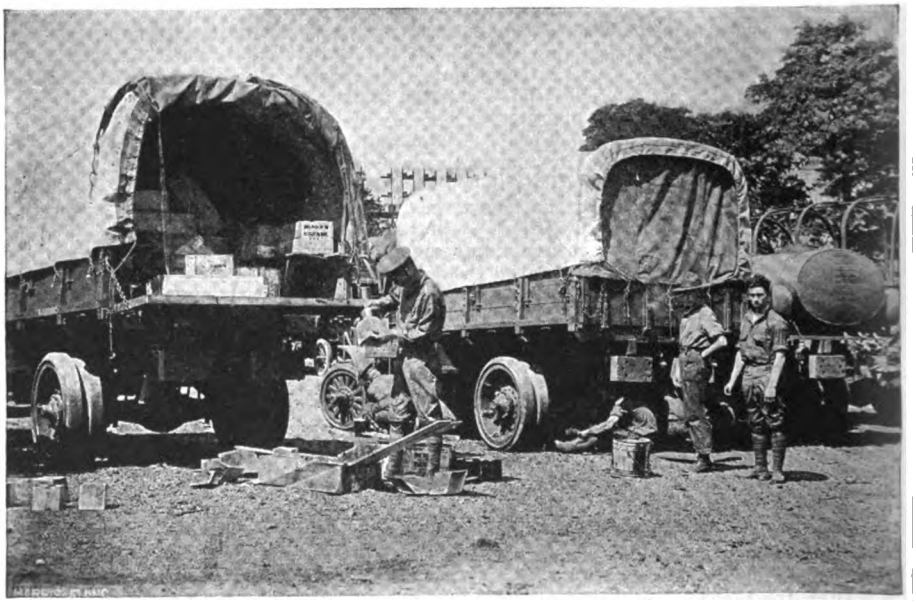
The fame of the enterprise already is spreading throughout the world and newspapers and trade papers in many foreign countries already have commented upon it most favorably. It is practically assured that Grand Central Palace is destined to become a Mecca for buyers both domestic and foreign.

Through representatives of the Nemours Trading Corporation inquiries from many parts of the world where hardware and other commodities are desired will be referred to the Merchants' and Manufacturers' Exchange, and those pertaining to hardware and housefurnishing goods will be referred to the Hardware Exchange and exhibitors of the specified lines of goods so notified.

One great talking point of the Merchants and Manufacturers' Exchange is that buyers going to the Palace who are interested especially in one line of goods in one exchange will also take advantage of the opportunity to visit the other expositions and exchanges in the building at the same time, with the result that they will find other things of interest in addition to what they came especially to see.

Inquiries regarding the International Hardware and Housefurnishing Exchange should be addressed to Suite 421, 405 Lexington Avenue, New York.

STOCKING UP ON LUBRICANTS FOR THE TRANS-CONTINENTAL RUN OF THE MOTOR TRANSPORT CORPS

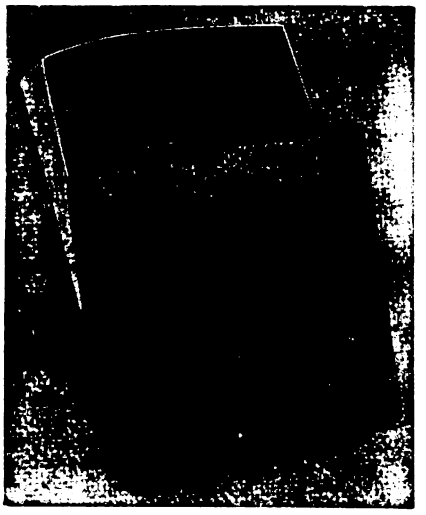


When the Motor Transport Corps convoy left Washington July 7 for San Francisco with the expectation of being two months on the road, they wished to be prepared for anything that might arise. The photo here shows one of the supply trucks being loaded with Dixon's Lubricants which will be used during this trip. Knowing the importance of proper lubrication on a trip of this kind, the driver is making sure that the right kind is there for use when it is needed.

These men will be assured of freedom from delays due to the lack of proper lubrication and will be able to enjoy a part of the country through which they are riding rather than having to think of troubles that might happen if their lubricant failed. They know as well as many other drivers that Dixon's Lubricants are on the job all the time in protecting the parts needing lubrication.

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WINNING ITS OWN WAY
Quality :: Uniformity :: Price



BUFFALO WEAVING & BELTING CO., Buffalo, New York

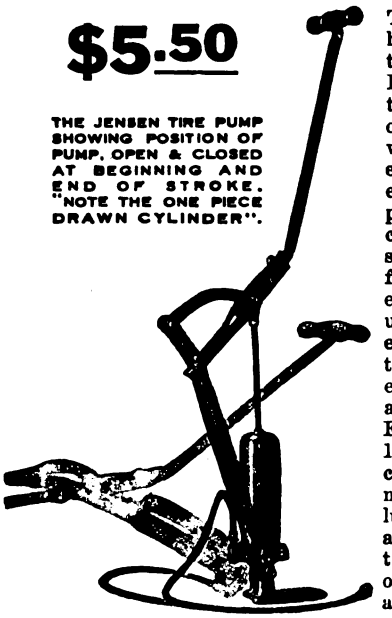
WESTERN DISTRIBUTORS

Waterhouse & Lester.....
.....Los Angeles, San Francisco, Portland
Lichtenberger-Ferguson Co.....Los Angeles
Hoffman Hardware Co.....Los Angeles
Weinstock-Nichols Co.....San Francisco, Los Angeles
Baker-Hamilton, Pacific Co.....San Francisco
Marshall-Wells & Co.....Portland

This is the NEW JENSEN

$5.50

THE JENSEN TIRE PUMP SHOWING POSITION OF PUMP, OPEN & CLOSED AT BEGINNING AND END OF STROKE. "NOTE THE ONE PIECE DRAWN CYLINDER".



The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It is strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump. Fitted with a 1-piece drawn cylinder which makes it absolutely air-tight and increases the efficiency of the appliance.

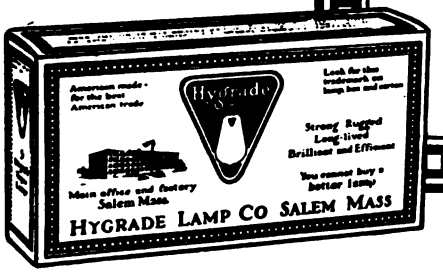
Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Ill.

THE MOST POPULAR HYGRADE LAMP



Hygrade C 75-watt, Gas-filled Lamp. 68.8 candle power, 1000 hours average life. Costs to burn less than 1 cent an hour.



Who Will Buy Them?

You can sell Hygrade Lamps to any person who has electric lights in his house or to any shop, store, factory or large building where good light is needed.

Hygrade Lamps
COAL SAVERS

stand up under severe conditions, are maintained at a very high standard of quality, can be bought at outright sale and resold at your own price. Better take on this profitable line.

HYGRADE LAMP CO
GENERAL OFFICE AND FACTORY SALEM MASS

Digitized by Google

$125.00 Profit to Sale

WITHOUT ADDITIONAL OVERHEAD, TIME OR TROUBLE

You don't have to be in the "music business" or handle records to sell the Ramona.

Ramona plays every known make of record without attachments, muss or fuss.

We carry your installment accounts, thus you do not tie up your capital in time sales.

We guarantee Ramona sales, take back all unsold instruments.

The demand for phonographs is tremendous. The Ramona fills that demand.

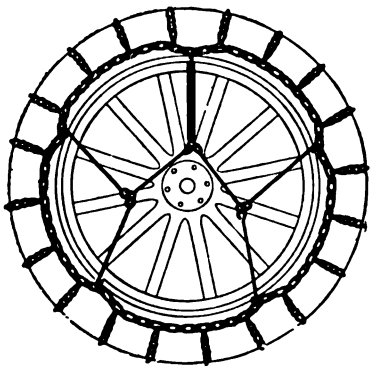
The people want and are buying phonographs, especially during the holidays.

The dealer that takes the Ramona agency for his town will add from two thousand to ten thousand dollars velvet profits annually.

Make hay while the sun shines.

We place only one Ramona agency in each town. Write for particulars.

RAMONA TRADING & MFG. CORP.
San Francisco, U. S. A.



The Fastest Selling All-Year Accessory a Dealer Can Handle

Small investment — Good profit — Takes up little room —Every motorist needs them — And has no excuse for being without them at this price.

MERCHANT'S ANTI-SKID CHAIN TIGHTENER

$1.00 A PAIR

If dealer does not handle, sold direct prepaid on receipt of price

Simple and easy to attach. You can slip it on a customer's car in about one minute, and it means a sale every time.

By a scientific arrangement of the steel rods we are able to equalize the work of ONE SPRING and give an equal tension at all points of contact with the chain, making this article FOOL PROOF, as it will allow the chain to CREEP as it should on any make of tire, at the same time take up the slack as the chain wears or the cross chains break, as it is adjustable.

JOBBERS AND DEALERS:—Write at once for full particulars and generous terms, for now is the time to sell these things.

M. H. MERCHANT CORPORATION
236-238 Emma Street, Syracuse, N. Y.

KEEPING EMPLOYES FIT

The Owen Tire and Rubber Company has just opened a new restaurant for employes at the factory at Bedford, Ohio. This restaurant is one of the most complete and up-to-date cafeterias in any rubber plant in the Akron district.

As a unique feature, it is built on the roof of the plant, making its surroundings exceptionally clean and healthful, and giving it the most airy situation it is possible to find.

The restaurant supplies the best food at cost, to the factory and office organization. It seats comfortably 100 people, and serves meals in relays from 11:30 A. M. to 2:30 P. M. in order to accommodate all of the employes. It is recognized by the management of the Owen Tire and Rubber Company that the physical factor is important in the matter of general efficiency. A high standard of physical welfare for the general good is desirable and for this reason the restaurant is kept at the highest level of culinary excellence. The kitchen is equipped in the most hygienic manner, with a chef and a number of assistants.

Among other features of the factory, making for general efficiency from the physical standpoint are shower baths, which are free for the use of all the employes at any time. Everything possible is done at the Owen plant for the comfort and health of all engaged in making Owen products.

WESTERN STATES CUTLERY AND MFG. CO. SHOW MARKED INCREASE IN BUSINESS

The Western hardware trade will be interested to know that the Western States Cutlery & Mfg. Co., Boulder, Colo., are supplying many hardware dealers and general store merchants with an exceptionally fine and attractive line of cutlery, including pocket knives, paring knives, butcher knives, razors, razor strops, hones, shears, scissors, manicure goods, silverware, flashlights and batteries and Horrocks-Ibbotson line of fishing tackle.

They specialize in stock and cattle knives and the line includes many patterns manufactured especially for the Western trade. The organization enjoys the reputation of being one of a few of the cutlery concerns who have been able to handle a very marked increase in business and still give prompt service during the war period. Merchants who have used Western States cutlery are most enthusiastic over this growing industry."

E. B. SAWYER IN ACCESSORY FIELD

Not content to manage one of the largest outputs of farm engines in the country, E. B. Sawyer, of the Cushman Motor Works is now putting an accessory and garage tool on the market in a broad-gauge way.

The Sawyer-Weber Tool & Mfg. Company has been founded at Los Angeles, where it will take up the production of the Weber Crank-Pin Re-Turning Tool.

This tool is designed to economize and simplify a difficult process in garage labor. Heretofore it has been necessary for a garage to invest $600.00 to $700.00 in expensive machinery in order to be able to handle crank repairs. With this machinery these repairs necessitated seven or eight hours' labor.

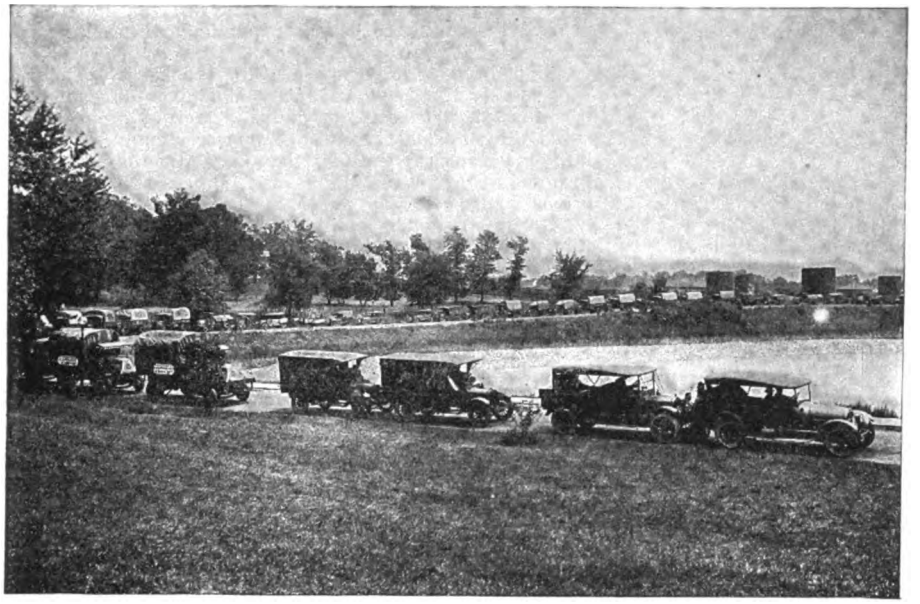
The Weber tool at a cost of $150 now does the work of a more expensicve plant in the same amount of time. It is a veritable boon to every garage man.

The tool rides around with the pin, the handle resting at all times on the bed of the lathe. The hand wheel at the top of the tool feeds the cutting tool into the pin.

The Weber tool has been in use for two years, so is not an experiment. Further information may be obtained at the office of the company, 354 Alameda St., Los Angeles, Cal.

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TRANSCONTINENTAL MOTOR CONVOY MOTOR TRANSPORT CORPS, U. S. A.



The photo shows a part of the motor convoy of the Motor Transport Corps, U. S. A., which left Washington, D. C., Monday, July 7, for San Francisco, Cal.

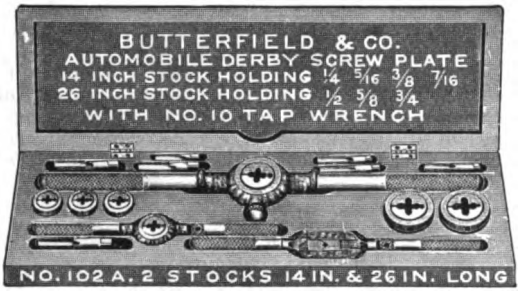
The trip is primarily for the purpose of showing the need for good national highways and the feasibility of cross-country motor transportation. It will also further demonstrate the high quality of the motor vehicles standardized by the army as a result of the world war.

Another feature of the trip will be the recruiting of young men desiring to enter the army and take advantage of the Motor Transport Corps Schools, to be opened in September. The convoy will consist of some sixty motor vehicles and will be accompanied by observers from various branches of the army. The Engineer Corps will make a study of the condition of the terrain and highways and will later make a report of the conditions as actually encountered.

A number of the trucks in this convoy will be lubricated with Dixon's Graphite Automobile Lubricants, further evidence of the high quality of these lubricants. Dixon's will be on the job every minute of the trip and the results will afford proof that they are a sure protection against gear wear under all conditions of load and weather.

The name of **"BUTTERFIELD"** on any tool

Is a Guarantee of Accuracy, Service and Long Life



Automobile Screw Plate No. 102-A shown herewith, is one of the most popular sets on the market, and for this reason, one of the easiest to sell.



Send for a copy of our new Catalogue No. 17, which shows the complete line of Butterfield Tools — **Taps, Dies, Reamers, Reece's and Derby Screw Plates**—the finest and most profitable line any jobber could possibly handle.

BUTTERFIELD & CO., Inc.

DERBY LINE, VERMONT

CHICAGO STORE,
11 South Clinton Street.

PACIFIC COAST REPRESENTATIVE,
Mr. V. S. Walsh, 560 Mission St., San Francisco, Cal.

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MODERN MIDAS GRANTS GOLDEN TOUCH TO HOUSEWIVES

Since Bacchus and most kings are vanishing from the face of the earth, we presume that we may be allowed to suggest John W. Gottschalk, of Philadelphia, as the modern successor to the immortal king of Persia who was able to turn whatever he touched to gold.

In fact, Mr. Gottschalk has gone the ancients one better, for with his golden Magnetic Cloth, he has enabled some 50,000,000 housewives of the United States to fill their days with golden sunshine by making their pot-cleaning merely a matter of touch, and a pleasure to perform, rather than a curse.

The history of Mr. Gottschalk and the evolution of Magnetic Cloth is an interesting one. Here is a man who claims to have been the original manufacturer of tinsel pot cleaners in the United States, making them exclusively for a certain firm at his tinsel thread works at Philadelphia. As he watched the business of which he was a passive part, he said to himself, "Some day I'll go into this tinsel cloth business direct and make a cloth that is a cleaner."

He has been true to his word. Although half a dozen brands have come out, and the commodity has carried the housewife by storm, the users of Magnetic Cloth swear by it as the thoroughbred. Its heavy weaving with good crinkly tinsel, its cloth-like pliability combined with abrasive efficiency, make it popular and reliable.

Mr. Gottschalk himself comes from a very large and a very old and a very solid Pennsylvania family, and many of the men folk are ministers, or have been. Since cleanliness is akin to Godliness, John W. Gottschalk has come by his commodity by heritage as well as by device.

Any Western dealer who is not familiar with Magnetic Cloth will do well to take up the matter with his jobber or by communication direct to the John W. Gottschalk Mfg. Co., Lehigh avenue and Mascher street, Philadelphia. McDonald & Linforth, 739 Call building, San Francisco, are the Pacific Coast representatives.

Lee Thomas, of Lewiston, Idaho, has bought the interest of J. W. Jamison in the firm of Thomas & Jamison at Nezperce, Idaho. The business is now being conducted by Messrs. Charles and Lee Thomas, although they will retain the old name of Thomas & Jamison for the present.

KEEPING THE GOODS MOVING

Methods of retail selling and store management have been revolutionized within the last ten or fifteen years. This advance has been particularly striking in the case of the hardware store.

Back in the nineteenth century the hardware store was usually the least attractive shopping place in the community. This was not due to a lack of progressive spirit on the part of the hardware merchant, but largely because of the fact that kegs of nails, iron and granite ware, stoves, tools, etc., did not lend themselves well to display purposes.

Hardware goods simply had to wait for the customer to come to them. There was apparently no way of stimulating a desire for wrenches, screws and screw drivers. When a man actually needed these articles he came in and asked for them. Or if his wife found that her tea kettle was worn out she told him to buy her another one. Everything was cut and dried. Sales were necessarily slow, and goods often times remained on the shelves or on the floor season after season.

How different is the situation today! The hardware store has come into its own. Small, untrimmed windows and somber, uninviting interiors have given way to large windows and attractive, sales-winning displays and bright cheery stores, in which women thoroughly enjoy shopping.

There are, of course, many reasons for this radical change from the old way of letting goods move themselves to the modern way of pushing the goods along rapidly. One of the chief factors, however, in making possible this advance for the retail hardware business has been the wonderful development in the manufacture of aluminum household goods.

Women love beauty, and their enthusiasm over aluminum made goods has steadily increased. Attracted by clever, convincing advertising and artistically arranged window displays, they have become not only large purchasers of aluminum goods but of many other hardware articles as well. In fact, some hardware stores report that the bulk of their business is now done with women.

Most hardware merchants are quite willing to admit that the big success they have achieved in the last few years would not have been possible without the active selling assistance given by manufacturers. Consider for instance the Mirro dealer helps. These include easel-backed counter cards, colored three-paneled window displays, lantern slides and Sig-No-Graphs. Mirro dealers report that these helps have been of inestimable value to them.

Indeed, there can no longer be any doubt that good dealer helps reflect good store-keeping and materially assist in keeping the goods moving. So it is no wonder that progressive merchants are thoroughly sold on them, and in the future will use them even more than in the past.

STANLEY WORKS SALESMEN HOLD CONVENTION

The Stanley Works, New Britain, Conn., held their sixth annual salesmen's convention during the week of July 14.

This was one of the most interesting conventions they have ever held. Addresses were delivered by the different officers of the company, as well as by many of the salesmen.

A program was made out for each day with sessions from 8:30 to 1:00. The afternoon was devoted to entertaining the salesmen and visiting the various departments of the factory.

To conclude the salesmen's convention the entire office force, numbering about 300, with the salesmen journeyed to Lake Compounce by trolley, where they had a dinner and a very enjoyable afternoon.

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SAPOLIN

No. 66 Gloss Black

STOVE PIPE ENAMEL

"Sold Wherever Paint Is Sold"

Many Other Uses—While the name implies one use—for Stove Pipes—No. 66 has unlimited uses. Hundreds of thousands of cans are bought annually for renewing and refinishing all kinds of metal work and metal articles such as Stove Trimmings, Registers, Radiators, Rails, Fences, Boilers, Furnace Fronts. Prevents rust, therefore, No. 66 SERVES, SAVES and SATISFIES.



"Sold Wherever Paint Is Sold"

We Invite YOU to send a postal to us—simply write "No. 66 ASST." Then sign your name and address. That is all. By **YOU** we mean the dealers who have not previously bought Sapolin. Regular Sapolin dealers need but one reminder and that is **"September."** None of them let that month slip by without first having ordered his usual supply of No. 66.

SPECIAL ADVERTISING ASSORTMENT
ORDER NOW FOR SEPTEMBER DELIVERY

THE SPECIAL ASSORTMENT

Doz.	Size.	Contents.	Retails	Dealers' Cost Dozen.
3	15	¼ pt.	15c ea.	$1.10
6	20	⅜ pt.	20c ea.	1.45
3	35	¾ pt.	35c ea.	2.55

Weight (inc. display), 100 lbs. Carefully packed cost $19.65—sells for $32.40—profit $12.75.

You Get Our Usual Freight Allowance

THE SPECIAL ADVERTISING DISPLAY

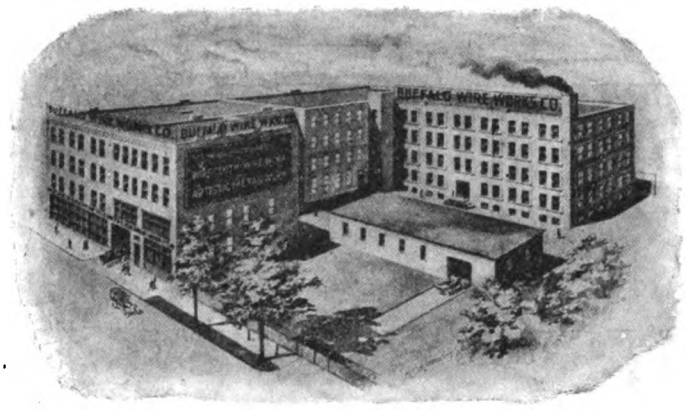
Just think how this life-size man, lithographed on heavy cardboard in life-like colors, will attract eyes to your window. He is in the act of putting the No. 66 Gloss Black Enamel effect on a real stove pipe, 4 in. in diam. and 27 in. long, with elbow. This "man" and his stove pipe ready to perform the selling act in your window, for your profit, is awaiting your call. A postal card will bring him with the goods early in September.

GERSTENDORFER BROS., SAPOLIN, "Special Goods for Special Purposes"

231-35 EAST 42d STREET, NEW YORK CITY

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FIFTY YEARS WITH THE SCHEELERS OF BUFFALO



Plant A and Office, Buffalo, N. Y.

We are prone to speak of the "solid, wiry" stock of our forefathers, and the stuff in them that was "as hard as nails," and through which they rose to the top.

Such expressions as these are not only figuratively but literally true in considering the Scheeler family of New York state, in its entrenchment in the industrial field in the last fifty years. Up from the original stock of Martin Scheeler, planted at Buffalo in 1869, has sprung a national industry which has been wiry in its strength as well as being devoted to the production of wire goods—the Buffalo Wire Works, formerly Scheeler's Sons, and before that "Martin Scheeler."

Two factors have been vital in the growth of this great company. The Scheeler family has been large enough in strength and numbers to carry on the business, until now the third generation is handling the business as it increases and broadens all the while. Furthermose, it has been the policy of the family through the company to train each new member of the firm from the bottom up, starting at the bench in the factory or on the stool at the mail desk. Thus the new blood has not run thin through ease or assured income.

When the two sons of the founder entered the business, Martin Scheeler, Jr., and Philip Scheeler both entered the factory, making wire products of all kinds, both at the bench and at hand looms.

As time went on Martin Scheeler, Jr., took over the office and factory, while Philip Scheeler took to the road work and solicitation of orders throughout the state.

About the year 1889 business expanded to such an extent that it was necessary to recall Philip Scheeler from the road to look after the factory management, while Martin Scheeler, Jr., devoted his entire time to the office management, finances and advertising.

Ferdinand Grimm, son-in-law of Martin Scheeler, was at that time traveling for a hardware house in Erie. He was sent on the road for the old firm at that time called Scheeler's Sons. Business was steadily on the increase and Mr. Grimm's territory soon increased to several states outside of New York.

After a few years, rapid expansion of the business enabled Mr. Grimm to cover the entire United States from coast to coast.

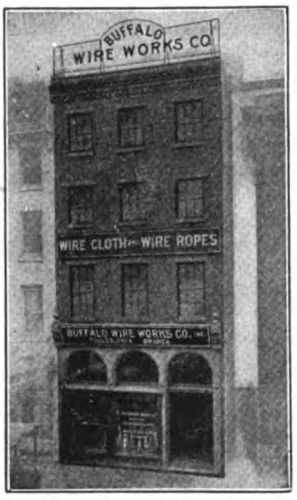
In 1908 Mr. Grimm was made factory manager in addition to his other duties in handling sales, and a year later he became general manager and vice-president, which position he holds today.

Works Incorporated in 1903

The modern history of the company dates from 1903, when their incorporation occurred under the name of three second-generation Scheelers. It was about this time that the three grandchildren of the founder, Philip M. Scheeler. Charles A. Scheeler and John C. Scheeler, first started to work at the factory. In 1909 these men were admitted into the firm and the name was changed to become the Buffalo Wire Works. A year ago Philip Scheeler died, but both the other men are present officers of the company.

With young blood constantly coming into the corporation, new ideas and improvements are constantly being made. At the present time the facilities of the Buffalo Wire Works Company are equal to any in the wire weaving and wire working industry today.

All machinery is up to date in type, much having been patented and manufactured in the company's own plant. The policy of the company since its inception has been to make wire products which will give quality, service and satisfaction. All employes, both in the factory and office, have been trained with this idea in mind.



Philadelphia Branch

The general officers of the company at the present time are: Martin Scheeler, president; Ferdinand Grimm, vice-president and general manager; Charles A. Scheeler, treasurer, John C. Scheeler, secretary, sales and advertising manager.

Notable Diversity of the Line

Included in the Buffalo line of wire cloth and wire work are painted, galvanized and bronze hexagon netting in all meshes, window screen, cloth, Grimm's galvanized corrugated wire lathing, steel wire lathing, bank and office railings, wickets, panels, door grills, bank screens, brass rails, elevator enclosures, elevator cabs, wire signs, wire lockers, window guards, folding grates, vine trainers, coal and sand screens, lawn settees, wire fencing and machinery guards.

Items in the Buffalo line are now handled by jobbers all over the country, and any dealer who has not full information on this matter may obtain same by applying direct to the factory at Buffalo, New York.



Plant B, Buffalo, N. Y.

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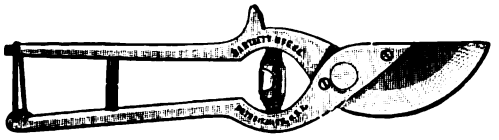
MIKE CLOVER'S KLEAN KUT KLUB

Mike Clover and his Klean Kut Klub for boys is one of the features of the selling campaign of the Clover Manufacturing Co., of Norwalk, Conn., in introducing Clover lawn mower sharpening compound.

Boys can earn from $3.00 to $5.00 a week sharpening lawn mowers with this preparation, and one 50-cent can will sharpen ten mowers once or one mower ten times. As the operation can be carried through in five or ten minutes the service is valuable as well as profitable.

Not confined to lawn mowers, however, 3,000,000 cans of the compound were sold in 1918 for grinding automobile valves, grinding pistons into cylinders, lapping out cylinders, sharpening and polishing shears, tools and any cutting edge or bright surfaces.

Full information and dealer's proposition as well as the Mike Clover boy's club proposition may be obtained from the main office of the company at Norwalk, Conn., or from its western agency, 559 Howard street, San Francisco.



A DROP FORGED HAND PRUNER

The Bartlett Manufacturing Company, of Detroit, Michigan, is introducing the Secateur No. 999 as a hand pruning shears to meet the wants of those who are particular.

This tool is of French design and made of high grade steel, the blade being stamped from crucible tool steel and the handles drop forged from open hearth steel. Special screws and bolts have been made so as to conform with the general appearance and quality of the shear and the hook, which acts as a guide to the blade when cutting, is hardened.

As evidence of confidence and good faith, the Bartlett Company guarantees the Secauter No. 999 against defects in material or workmanship, and the experience in testing out this tool in actual cutting has tended to prove it of very great value as a hand pruner.

The makers will be pleased to furnish further particulars and terms to dealers who are interested in an established pruner.

Sylvester Smith sustained a loss of $6,000 in his hardware and grocery store at Machias, Wash., which was destroyed by fire.

The H. L. Cook Hardware Co., Hoquiam, Wash., has been sold to John Pinckney, George Lewis and A. E. Vaughn.

The Cavanaugh Hardware Co., Auburn, Wash., has been rearranging their store, and adding to their stock of hardware and house furnishings.

NEW LUFKIN DISPLAY CARDS

The many loyal dealers who are proud of their stock of Lufkin rules will be glad to learn that the Lufkin Rule Co. now has ready for distribution a very attractive set of window, store counter and wall display cards in colors.

The assortment consists of a number of small cards, showing individual items of tapes and lines, several cut outs, and larger cards, all put up in very attractive form. The sales department of the company will be pleased to send the complete assortment from the main office at Saginaw, Mich., to any dealer who lets them know that he has not already received them.

Wise dealers who have used sales-helps of this sort can testify as to the aid and stimulus to sales that such cards and display matter can give, and the style and get-up and punch of the new Lufkin cards is typical of the line they stand sponsor for and the institution which is responsible for their issue.



NEW TRAPPING PAPER

The Oneida Community, Ltd., are now publishing a neat little trappers' and trap dealers' paper which is being distributed widely among the trappers and the trade. This paper, known as the Trapper's Guide and Monthly News, while primarily meant for users of game traps, is being sent to hardware dealers to enable them to anticipate the great demand for Victor traps which, owing to the high fur prices, is sure to come this fall. The new publication is being mailed free to more than three quarters of a million trappers.

The Trappers' Guide and Monthly News is a breezy little paper, made up in newspaper form. It contains interesting articles on trapping, fur market news, and a column in which questions are answered free. All hardware dealers who sell game traps will be interested in this new paper.

R. M. Cain has purchased the hardware business of C. Wesely at Scio, Oregon, and has taken possession.

The Toledo Hardware Co., Toledo, Wash., has moved to a new location in order to give them increased facilities.

D. C. Farnsworth, Rockford, Wash., has purchased the Richardson & Monks Hardware Co., of Bonners Ferry, Idaho.



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS,
122-124 N. Curtis St., Chicago, Illinois



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MANUFACTURERS LOOKING TO THE ORIENT

With the signing of the peace treaty, hundreds of American manufacturers are taking their first steps toward the rich, beckoning markets of long neglected foreign lands.

Sage, venerable business men who heeded and prospered by Horace Greeley's advice: "Young man, go west," are now turning the tables on the far-sighted Horace. The new slogan of opportunity has become: "Young America, go east."

At the Sixth National Foreign Trade Convention held in Chicago recently great interest was manifested in trade conditions in the Far East. Exporters and prospective exporters wanted to know many things. They asked questions—they brought up export problems—they were lectured and advised, and yet their desire for definite, solid information was not fully satisfied.

And now, "The Far Eastern Review," the foremost engineering, finance and commerce publication of the Far East, has offered a real service to American business men by placing at their disposal a special review of trade conditions in the Orient.

This trade review is a remarkable 264-page book, dedicated to "The Ports of the Orient." It is just what American exporters and prospective exporters have been waiting for and it should prove invaluable to every executive who has anything to do with Far Eastern trade.

In "The Ports of the Orient" number, the publishers have produced an issue crammed with information. Special articles deal with subjects of immediate interest, and a description, with facts and figures, is given to each trading port.

Here are a few of the authoritative articles that give comprehensive data and comment on Far Eastern trade conditions:

"Influence of Port Development Upon Commercial and Industrial Progress."

"The Need for System in the Development of Chinese Communications on Land and Water."

"Railways Serving the Ports of China."

"Practical Notes on the Financing of Import and export Trade with China."

"China's Taxation of Imports and Exports."

"Hints to Foreign Merchants on Trade With China."

"The Chinese Market for Machinery."

Of the 224 pages of "The Ports of the Orient" number, 160 pages are devoted to a discussion of the railways, finances, tariffs, resources, customs, postoffice system and industries of China.

In addition, the book contains complete data and information concerning Japan, Korea, Siam, Indo-China, Straits Settlement, Dutch East Indies, the Philippines, Borneo, the Celebes and Hawaii.

"The Ports of the Orient" number is profusely illustrated with photographs, diagrams and maps. Two full pages of railway maps show the railroads in operation in February, 1919, and the projected extensions of Chinese roads. The article on the Philippines contains a panoramic view of the harbor of Manila.

American business men who have been seeking information concerning the Far East will welcome "The Ports of the Orient" number as an invaluable source of authentic facts of immense practical value. It should prove an indispensable guide and reference book for all interested in exporting to the Orient. Copies may be obtained from J. Roland Kay Co., Chicago, Illinois, who have a small quantity available for distribution at a nominal price among American business men.

The hardware store of Hall Bros., Johnsville, Ore., was recently damaged by fire.

WORTH-WHILE COOPERATION

No manufacturer of electrical products will go to greater length to give cooperation to their distributors than the Benjamin Electric Mfg. Co., of Chicago.

They are advertising in national magazines, to reach the consumer, their advertising appearing in 31 of the national magazines. They reach practically every kind of consumer that can possibly use the Two-Way Plug. They also use publications devoted particularly to reaching men, they also advertise in publications to reach women, directing the attention of the consumer to their dealers' stores.

The next step is to supply every dealer with good sales helps, making it possible for him to tie up his own business with theirs.

They keep close account of what appears to be the most effective dealer's selling nelp, and are willing to go to any length to cooperate with their merchants.

For counter and window display purposes they offer special display cartons, highly illustrated and designed to carry three plugs, making them silent salesmen. They also furnish their dealers with window cards and wall hangers, as well as price and repair tags, posterette stickers, descriptive folders, newspaper electrotypes, etc.

These sales helps are furnished to their dealers free of charge. They are also glad to write suggestive sales letters for any special class of customers, for the benefit of their merchants, which helps them directly to sell irons, fans, washing machines, etc.

The retail price was advanced slightly on their products, offering the dealer greater margin of profit.

They likewise instituted a merchandising plan to sell three plugs at a time instead of one. This thought is dominant in all their advertising.

REPAIR CATALOG

The Crescent Forge & Shovel Co., of Havana, Ill., have issued their Catalog No. 17, describing the complete line of plow shares and implement repairs.

A unique feature of this catalog is the method of manufacturing the cover so as to provide a folder tc contain information or memo in keeping catalog up to date.

The folder contains a complete detailed list of approximately 1500 types of plow shares manufactured by them.

NEW HARDWARE BUYER

C. H. Garity has resigned as secretary of the B. B. Neal Hardware Co., New York, to accept a position as hardware buyer for the American Wholesale Corporation, with headquarters at Baltimore.

Mr. Garity began his career 20 years ago with the Western Electric Co., of New York, resigning his position there as buyer of raw materials to engage in the hardware field, and was then associated with Neal & Brinker Co. Later he associated himself with Alfred T. Sullivan in the publication of the hardware directory and catalog, known as the Assistant Buyer and T-A-B Universal Catalog, respectively.

At the beginning of 1918 he was called to Washinton and assigned to duty as a buyer in the Quartermaster- General's office, hardware and metals division, under William A. Graham, chief of division, where he received commission as Captain.

He has many friends among the hardware jobbers of the country in addition to a large acquaintance among manufacturing interests.

George Stapleton, formerly of Denver, Colo., one of the representatives of the Buck Stove & Range Co., is planning to engage in the hardware business at Bend, Ore.

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NEW YORK ELECTRICAL SHOW

The very prominent part that electricty plays in the management of the home will be seen in the New York Electrical Exposition held at the Grand Central Palace during the ten days beginning September 24.

Not only will there be commercial exhibits by the various manufacturers of electric house-furnishings, but there will be a model home display, where devices of all sorts will be shown and their relation to each other explained.

In all of these exhibits the appliances will be demonstrated in the role of Little Servants in the Home, and an effort will be made to show just how much labor and effort in housework can be saved through their use. There is a tremendous field for electric labor-saving devices, a fact that is indicated in the great volume of sales last year as compared with the year before.

The display at the Electrical Exposition will include various types of appliances for table cookery, electric ranges, electric fireless cookers, electric refrigerators, electric washing machines, electric irons and ironing machines, electric vacuum cleaners, electric heaters and an electric device for heating flowing water.

Among those who will exhibit household appliances are the Pneuvac Company, the Manhattan Electrical Supply Company, Wallace B. Hart, The Ohio Electric Company, the Hot Flo Faucet Corporation, the Shelton Electric Company, the Home Devices Corporation, Hoover Suction Sweeper Company, Brokaw Eden Company, Duntley Products Company, Edison Electric Appliance Company, Fox Electrical Corporation, Edison Company, Western Electric Company and Clements Manufacturing Company.

ADVANCE'S NEW HOUSE ORGAN MAKES A HIT

Most every large company sooner or later falls back on a "house organ" to keep their name before the people.

Not so with the Advance Automobile Accessories Corp., 56 East Randolph street, Chicago. They started one. "Let's Go!" is the name, and as one big dealer remarked, "It's pages are filled with a bright, happy 'let's go' spirit." This new organ is very attractively printed and decorated. In fact, it is the "cleverest house organ I have ever seen," said a big jobber. "The editorial contents are interesting as well as instructive."

"Let's Go!" is for circulation among jobbers and dealers. If you have not received your copy, or you do not receive it regularly, the publishers of "Let's Go!" will be glad to mail it to you. Simply drop them a post card.

A new building is to be erected for the Merrick Hardware & Furniture Co., at Buhl, Idaho.

The capital stock of the Northwest Hardware & Steel Co., which recently engaged in the hardware business at Great Falls, Mont., is $60,000.

PHONOGRAPHS AND HARDWARE

A great many hardware dealers have recently added phonographs to their line after serious consideration.

This is not surprising, since phonographs fit in the hardware line as well as refrigerators or washing machines—both are housefurnishings—so is the phonograph.

Phonographs are no more out of the hardware line than ranges and enamel ware, etc., are out of the furniture line. We cannot see any reason, then, why the hardware dealer should not sell phonographs. These are being bought every day and carry an excellent margin of profit with little or no expense or time.

After all it doesn't make much difference to the live dealer what he sells, as long as the line is in demand, and phonographs are certainly in great demand and carry profits worthy of attention.

The Ramona Trading & Mfg. Corp. are offering the Ramona phonograph to the trade, and from our information is an exceptionally good instrument, equal to any in the market. The agency proposition these people make the dealer is very attractive as well as safe.

Hardware dealers who wish to increase their earnings with virtually no additional time or trouble, will find that the phonograph offers the chance.

FALL CONVENTIONS OF CALIFORNIA ASSOCIATION

Two one-day conventions will be held by the California Retail Hardware and Implement Association during September, the first for the northern members at the Palace Hotel in San Francisco, on Friday, September 12, and the second at the Hotel Arlington, in Santa Barbara, on Saturday, September 20.

These two meetings will be purely business conferences and get-together sessions in which an exchange of sales ideas and a discussion of trade problems will monopolize the program. Routine and executive matters will come up at the spring conventions, when three-day sessions will be held in San Francisco and Los Angeles as usual.

The choice of Santa Barbara as a meeting place for the southern division is significant as indicating the enterprise of this busy hardware community, and we feel sure that all members of the association who can attend these meetings will find help and inspiration, not only from the conferences, but from visits to the progressive merchants and their model institutions.

MISSOURI CONVENTION AT ST. JOSEPH

The Missouri Retail Hardware Association will hold it annual convention and exhibit at St. Joseph, Mo. on February 17, 18, 19, 1920. The exhibit will be held in the St. Joseph Auditorium.

The officers of the Association are: W. C. Cole, president; W. A. Denhy, vice-president; G. M. Rinie, treasurer; F. X. Becherer, secretary.

County Treasurer James W. Ramage has purchased an interest in the Dixon Hardware Co., of Santa Rosa, Cal.

George L. Wells and G. C. Webster are engaging in the hardware and furniture business at Snohomish, Wash.

MacClatchie Hardware Co., Brea, Cal., have moved to larger quarters to give them facilities for carrying an increased stock.

W. H. Hart, who has been engaged in the hardware business in Boyle Heights, Los Angeles, has moved into a new building at 2924 Stephenson Ave.

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WINCHESTER .22 REPEATER IS NOW CHAMBERED FOR LONG RIFLE CARTRIDGE

Dealers will be interested to learn that the Winchester Model 90 repeating rifle can now be obtained, adapted to the .22 Long Rifle cartridge.

In response to many requests from sportsmen and target shooters, who admire the action and balance of the Model 90 and regretted it could not be had chambered for the popular and extremely accurate Long Rifle cartridge, the Winchester Company has now chambered this Model 90 for the .22 Long Rifle in addition to its other cartridges.

Each rifle will shoot only the cartridge for which it is chambered, as stamped on the barrel.

This slide action repeater has been popular for small game and target shooting for thirty years. It has been used for exhibition work by many famous professional fancy rifle shots, here and abroad.

The Model 90 will continue to be furnished to handle the .22 short and long cartridges, as well as the .22 Winchester rim fire, a special hunting cartridge with inside lubricated bullet.

One feature of the Model 90 which appeals to many riflemen is the strong visible breech bolt. The mechanism is such as to prevent the pulling of the trigger until the section is fully closed and locked.

The Model 90 is a take-down rifle with 24-inch octagon barrel. It holds from twelve to sixteen cartridges, depending on the length.

CHICAGO SPRING BUTT CO.'S NEW CATALOG

The Chicago Spring Butt Co., Chicago, have recently issued their new catalog, No. 36, showing their complete line of hinges, which gives valuable information that every merchant handling builders' hardware will find available and valuable for instant reference.

This catalog is finely gotten up, is well illustrated and gives in detail such information as every merchant should have to show to mechanics, carpenters, architects and builders.

While this catalog is rather an expensive one to publish, they will doubtless be glad to send a copy and full information to any of our readers upon request.

NEW STAR AUTOMATIC DRILL

The Star Expansion Bolt Co., of New York, are placing on the market a new labor saving Star Spring Hammer Drill, with automatic drill turning features for drilling holes in brick, concrete and stone.

This drill turns mechanically and is quite an improvement over any other model. This mechanical drill turning feature is not found on any other drill.

They will be glad to give full data and information to any of our readers upon request.

The Rosalia Hardware Co., Rosalia, Wash., report an active season's trade in the hardware and implement line.

Minard & Co., Elma, Wash., enterprising and progressive general merchants, are erecting a new building to give them facilities for carrying an increased stock. They do a large business in hardware, housefurnishing, as well as groceries, furniture, etc. They had a splendid season's trade and an excellent out-

REMINGTON ANIMAL CHART



The Remington natural history chart of game animals, just issued, combines artistic interest and educational value to a degree seldom accomplished in advertising. It is in the form of an art hanger for display in sporting goods stores, hardware stores and sportsmen's clubhouses, and is reproduced by the lithographic process from a full-color drawing by Charles Livingston Bull. The artist, who enjoys a deservedly high reputation for the distinguished, accurate and artistic character of his work, perhaps has never yet finished a drawing so interesting, and it surely will add measurably to his renown.

Thirty-one different North American species are shown, the range being from the cotton-tail rabbit to the giant Alaska brown bear. They are placed in groups, appropriate to geographical distribution and character. The animals are shown among their natural surroundings, and many are in action. To those veterans of the hunting trail who have made first-hand acquaintance with many of them it will be at once apparent that pains have been taken to display the natural characteristics of the animals in point of drawing and coloring.

In addition to the animals, there is an attractive and accurate full-color drawing of a target range with a group of shooters enjoying their sport of shooting bull's-eyes with the small-bore rifle, the pistol and the military rifle.

Recommended Cartridges

As embellishments, there are full-color illustrations of the four most popular Remington autoloading and slide-action repeating rifles, and forty-four most popular ball cartridges manufactured by Remington UMC. Rifles and cartridges, like the animals, are all carefully marked for identification, and to a certain extent the arrangement indicates the sizes of cartridges recommended as being most suitable for use in hunting the various game animals.

The new hanger will be supplied to every Remington UMC dealer, of which there are more than 82,700 in this country. In addition, sportsmen's clubs and hunters' resorts will receive them, and no doubt a certain number will find their way into the homes of individual sportsmen.



Pack's Pineapple Eyesnip

is the superior and best eyesnip on the market. It is a kitchen article that every hardware dealer should handle. It is a big seller. Literature and prices upon request. Sample 25 cents.
Order Now
Christian Schlicker Mfg. Co.
Rochester, N. Y.

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ROMANCE IN RAZOR STROPS

To the casual shaver who sleepily tunes up his morning blade before the shave, or to the dealer who carries an assorted dozen or so strops in his cutlery showcase, the strop is a faithful old article which receives a slash or a dig now and then, but without very distinct character or distinction.

It has remained for the Torrence Sales Co., manufacturers of Magnese Fibre, imported Russian leather strops to bring to the mind of the trade the natural history and romance embodied in such an unassuming article as a Torrence strop. On another page of the HARDWARE WORLD the history and background of these strops is graphically suggested.

From the four quarters of the globe comes the leather, and from sundry quarters of various animals. The elk and caribou of the far north, in Alaska and Siberia, as well as the zebra and the bear of the tropics, are called upon to give their share. Horse hide, cow hide, ass hide, even Russian Yak hide, are sometimes found in the Mangenese Fibre brands. In fact, a large part of the raw material is Russian import.

The dressing and manufacturing are all done in the United States, and the makers' contention that "the more aged they get the better they are," seems to be borne out by the satisfied buyers. Further description and prices may be obtained at the office and factory, 9 Main street, San Francisco, Calif.

SAND'S LEVEL CATALOG

J. Sands & Sons, Detroit, Mich., have issued their Catalog No. 10 of Sands' Plumbs and Levels. It contains many new items of their manufacture. A specially commendable feature is found in the fact that the pages are large enough to allow a level to be shown in colors and large enough to accurately and adequately tell to the eye what the article actually is. The cuts are printed on a heavy tinted paper; the borders are of blue; and the goods themselves are shown in their own colors. Each is fully described. In a note of introduction the manufacturers say: "J. Sands & Sons have been actually engaged since 1895 in the manufacture of Sand's Plumbs and Levels under the present name. We are thus enabled to manufacture plumbs and levels which embody the study and experience of twenty-five years, thereby offering Sand's Plumbs and Levels as the hignest type of level on the market. They are first and foremost made throughout of superior stock. We guarantee that the wood used is thoroughly seasoned—that the aluminum in our aluminum levels is of the highest grade, being 99% pure—that the spirit glasses are all proved and guaranteed accurate."

The hardware and furniture store of H. S. Sparling, Medicine Lake, Mont., was recently damaged by a storm which visited that section.

The Mount Vernon Implement Co., Mount Vernon, Wash., is planning to improve their store and warehouse facilities so they may carry a larger stock.

The Attaway-Phelps Hardware Co., Mesa, Ariz., has taken the agency for the Emerson Brantingham line of farm implements in the Salt River and Casa Grande Valleys, Ariz.

George F. Graham, formerly connected with the Holter Hardware Co., Helena, Mont., who volunteered for service over seas, has been mustered out with the title of Lieutenant-Colonel. He is connected with the Atlantic Coast Hardware Co., of Boston, Mass.

3-IN-ONE OIL CO. MAKES SOLVENT FOR SMOKELESS POWDERS

Three-in-One Oil is familiarly known among all sportsmen, hunters, shooters, gun and revolver manufacturers as "the" gun oil of America, and has been a leading seller as such for twenty-five years.



"But," says Mr. Slee, president of the Three-in-One Oil Co., of New York, "neither 3-in-One nor any other oil can satisfactorily dissolve the residue of smokeless powder or loosen metal foulings. So we just added to our knowledge of a gun's needs to our knowledge of a gunner's wants and evolved Pyramid Solvent to do the one thing that 3-in-One could not easily do. And do it better than any other similar product on the market."

Extended experiments showed the impossibility of combining a lubricant, rust preventer and powerful solvent in one product. So the old established 3-in-One was left to perform its well-known functions and Pyramid Solvent put on the market as its side partner.

Quite naturally the sale of either product to a gun owner means two sales, since neither can take the other's place.

Pyramid Solvent retails at 30 cents per 3-oz. can and is being extensively advertised in leading sportsmen's papers. It is distributed to the trade through regular jobbing channels.

PROMOTIONS IN DEVOE & RAYNOLDS ORGANIZATION

Recent changes in the board of directors of the Devoe & Raynolds Co., Inc., indicates this company is bringing to the front the young men of the organization whose energy and initiative will do much to increase this long-established business.

Clarence A. Campbell, recently elected a director and an assistant secretary, is director of sales, with headquarters in Chicago.

In 1893 Mr. Campbell entered the employ of Devoe & Raynolds Co., Inc., as an office boy, and during the next six years advanced through the sales division from a clerk in the house to special outside man. He was sent to Kansas City, in 1889, as secretary and manager for the Diamond Paint Company organized to retail and wholesale Devoe products, and in 1904, when Devoe took over the Diamond Company, Mr. Campbell was made resident manager. Twenty-four years of service and experience have made the name of C. A. Campbell well known in the industry.

Mr. Campbell's success in Kansas City was recognized by the company, and in 1918 he was promoted to director of sales with headquarters in Chicago.

While a student at Yale Elliot S. Phillips spent his summer vacations behind the paint counter in the Devoe store, getting a knowledge of the business, and took up active work with the company upon graduation from Yale.

Mr. Phillips spent some time in the different plants of the company, located in New York and Newark, and began his paint education from the foundation. He was later transferred to the sales department and when this country entered the war with Germany enlisted in the navy, received a commission as ensign and became pilot in the Naval Aviation Corps.

After being released from service, he returned to the Devoe organization and became assistant to the president. He was recently elected a director of the company, and assistant secretary, with headquarters in New York.

In addition to these duties he is in charge of the various branches of the company in its eastern division.

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BUSINESS OPPORTUNITIES

FOR SALE

Hardware store, whole or half interest. Fifteen years in present location, good live town. $1,100.00 stock, can be reduced if necessary.

Davey Bros., Anacortes, Wash.

FOR SALE

Hardware, implement, furniture and lumber stock, doing a cash business, in a good Illinois town. Reasons for selling, wish to retire. For particulars address D. B., care HARDWARE WORLD.

WANTED

I am looking for a hardware stock or business that can be bought for around three or four thousand dollars. Located in one of the Western States. Address C. D. E., care HARDWARE WORLD.

POSITION WANTED

Paint man wants retail sales position, where I can have the opportunity to make good. I know the game from the ladder, counter, factory and road. Satisfactory references. R. F. McIntosh, Bremerton, Wash.

FOR SALE—$100

For sale—1 Green River Power Threading Machine, No. 42, Fig. 781, complete with pipe dies ⅛-in. to 2-in. Bolt Taps and Dies ¼-in. to 1¼-in., in good usable condition, for $100. Address Franzen Hardware Co., Riverside, Cal.

WANTED

Hardware stores bought, sold and exchanged. What have you? Describe fully; correspondence confidential. Buyers get our guarantee. If you want a partner ask us. Herbert Company, 904J Webster Building, Chicago, Illinois.

WANTED

Experienced hardware salesman wanted at once for mechanic tools department. Must be able to furnish first-class reference as to experience and ability. In reply state age and salary expected.

CAMPBELL HARDWARE CO.,
First and Madison, Seattle, Wash.

WANTED

I want a hardware and implement stock on the Pacific Coast. Will trade a highly improved farm near Yoloa, North Dakota, 98 per cent tillable, 480 acres in wheat; price, $32,000; clear of debts; crops and all included. For particulars address, Dakota, care the HARDWARE WORLD.

WANTED

Young man with thorough knowledge of hardware and kitchen ware in a large retail store with high class trade and a good location. Must be live, energetic, neat appearing and courteous. Must furnish first-class references. State experience and salary expected. Address O. H. C., care HARDWARE WORLD.

I WANT TO BUY

a hardware stock or business for $3000 to $4000, located in one of the western states. Give full particulars. Address C. D. E., care HARDWARE WORLD.

FOR EXCHANGE

City residence property to trade for small hardware stock. States of Washington or Oregon preferred. Address W. L. Richards, 1015 N. Anderson St., Tacoma, Wash.

FOR SALE

Well selected stock of hardware for sale. Clean stock. Owned by an estate and must be converted into cash. A good buy for someone. Address R. H. Macartney, Executor, care Security National Bank, Cheney, Wash.

WANTED

All 'round tinner and plumber; one who can also do hot air, steam and hot water heating. Steady employment the year round. Wages $25 per week and better according to ability.

Cambridge Hdwe Co., Cambridge, Wis

MANUFACTURERS' AGENT WANTED

in every state in the Union. We want representation for our line of spring and solid eye grain bag, flour bag and packing needles, by a responsible firm or agent calling on the hardware trade. Our needles are considered the standard of this country and our prices are right. Address Box 1016, care HARDWARE WORLD.

WANTED

Half or whole interest in hardware business, in town or small city in West, California, Wasnington or Oregon preferred. Any size stock considered. Give full detailed account of business, including population of town, class of trade and etc., in first letter. Address P. H. W., care of HARDWARE WORLD.

POSITION WANTED

A man with seven successful years' experience as manager and buyer of hardware and housefurnishings, in his present location, wants to make a change on account of family, and locate in some town or coast city in Southern California where he can make a permanent home. Address Box 293, Ray, Arizona.

WANTED

Experienced traveling salesman with thorough knowledge general hardware, ambitious and of good character, to handle highly developed territory in Rocky Mountain region. Do not reply unless fully qualified. In writing give full information, sales record, age, etc. Drawing account and percentage of profits to right man. Advertiser is a wholesale hardware company doing a large business. Address S. L. C., HARDWARE WORLD.

WANTED

Agency for Rockland County and Northern New Jersey, builders' materials, hardware and specialties. Address H. H. Randall, Pearl River, New York.

FOR SALE

Clean Hardware, Furniture and Implement stock in one of the best locations in the Willamette Valley, Oregon. Doing a prosperous business. Will invoice about $40,000. Reason for selling on account of recent death of partner. Established thirty years. Will bear investigation. Address "L. O.," care HARDWARE WORLD.

FOR SALE

In a good, clean Nebraska town—a New Brick Hardware Store Building—located on one of the best corner lots on Main St.—Lot 50x240 feet; building, 30x90 feet, with 9-ft. cemented basement for shop or storage—with elevator, revolving nail bins, furnace and electric lights. All fixtures are up to date. Will sell building, fixtures and stock; or sell building and fixtures separate. The business has been established 30 years. The best of reasons for selling. Address "Nebraska," care of HARDWARE WORLD, Boatmen's Bank Building, St. Louis, Mo.

FOR SALE OR EXCHANGE

We have for sale or exchange the following:

1 New Era Gas Engine, No. 1073, 15 H. P.
20-inch Crescent Jointer.
1 36-inch J. A. Fay & Eagen Band Saw.
1 L. G. McKnight 24-inch Sander.
1 Pony Planer, 24-inch.
1 Boring Machine.

Machines complete with counter shafts. This machinery has been in use about six months. The cost today would be from $1500 to $1600. We will sell it for $850 or exchange it for hardware, automobile or truck.

Address Steubenville Hardware & Supply Co., Steubenville, Ohio.

SALESMEN WANTED

To sell a line of quality specialties, including Sash Chain, Sheet Metal Screws (cheaper and better than stove bolts), Expansion Bolts and Sheet Metal Hand Punches, on commission.

Liberal treatment, good commissions and protection on all accounts created. Salesmen making over $200 monthly on this "side line."

If calling on building supply, hardware and sheet metal concerns send full particulars regarding lines now handled, how often territory is covered and what part of time could be devoted to our line.

If we are not represented in your territory this is an opportunity that should not be overlooked—if you are a salesman.

PARKER SUPPLY CO., Inc.,
735 East 135th St., New York.
"We Ship Sudden"

PROFITABLE PUBLICITY FOR RETAILERS

The McCue Mercantile Co., who operate stores and yards at Lamar, Holly, Granada, Wiley, McClave, Cherar, Colorado, issue a house organ or bulletin each month.

This bulletin is attractively illustrated, and a feature we would commend to retail merchants in other sections is a column which they devote to giving the names of their customers during the month.

If a man is buying a stove or furniture, or builders' hardware, or farm implements, or anything of that nature, they give his name and tell what he purchases.

This is splendid advertising. for this Bulletin is circulated among many of the friends and acquaintances of these people, and when they find that such and such a party is purchasing of the McCue Mercantile Co. it exerts an unconscious but favorable influence.

Only a carpenter should use a hammer.

DI-MEL-INE
PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 15-20 CENTS**—no larger sizes. Big Value for user; **Big Profit for You.** A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.).....$42.00
Jobber's Assortment (12 Doz.).....$16.80
Open Stock, all colors, per gross.....$16.80
2% Freight allowance. F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

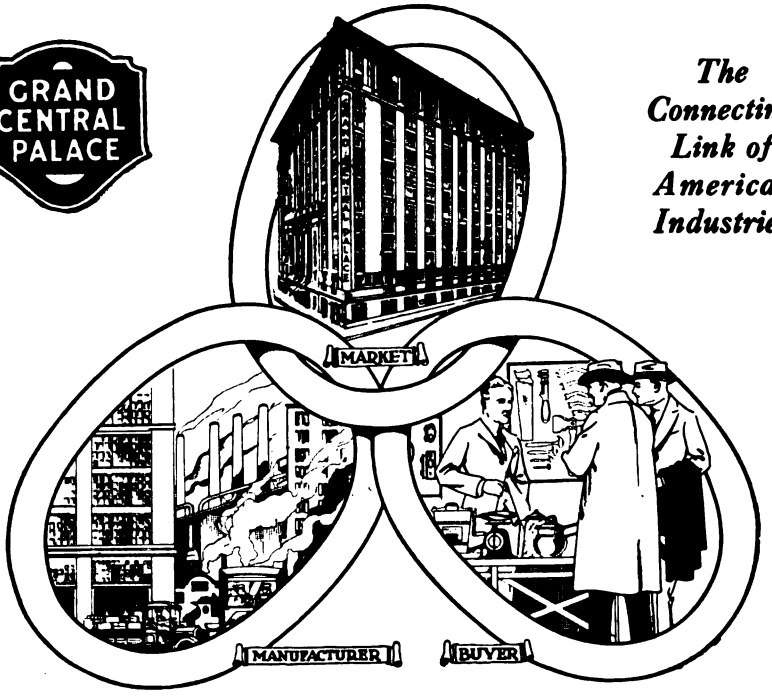
MONTAUK PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

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GRAND CENTRAL PALACE

The Connecting Link of American Industries



IN merchandising much is claimed for "connecting links" of one sort or another—links between manufacturer and consumer. Some of these have decided merit.

Now comes the strongest link of all—a proposition so sound, so logical, so progressive, that it commands your instant attention.

This is the proposition of the Merchants & Manufacturers Exchange of New York which shortly will occupy the entire Grand Central Palace—the largest exposition building in the world. Eight spacious floors, each with 50,000 square feet area, will be devoted to permanent trade expositions. Four other floors will be used for short term expositions.

One of these *permanent* displays will be the INTERNATIONAL HARDWARE and HOUSEFURNISHING EXCHANGE, which will embrace all that is modern and best in these two lines. It will open October 15th. Buyers from all over the world will visit Grand Central Palace when they reach New York. It will become the great Metropolitan merchandising headquarters in the near future—the very heart of world commerce.

Right here is the big connecting link for *you*. Put your product before the world's buyers at minimum cost. The Nemours Trading Corporation which owns and controls the Merchants and Manufacturers Exchange of New York, has representatives in every city of commercial value on the globe. It offers exhibitors a service—both domestic and foreign—which is absolutely unequalled.

Make Grand Central Palace Your Salesroom for World Trade. For further information address

International Hardware & Housefurnishing Exchange
Room 421 405 Lexington Avenue, New York

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Plumbing and Heating

PLUMBERS MUST DIGNIFY THEIR BUSINESS

Editor HARDWARE AND PLUMBING WORLD:

I want to give you a note of appreciation of your magazine and the benefits it cannot help but be to the trade.

I enjoy the clean print, the helpful ideas, suggestions and business help.

In comparison with the publications devoted to similar lines, the data that is published in eastern magazines is full of flint, raw, undignified and rough in much of the matter, using wornout old sketches of range boilers, heating problems, etc.

I have been in the plumbing supply business all my business life, a practical plumber and steamfitter by trade in past times, and I know that there is a large number of clean, hard-headed, thinking, dignified, clever, reading, brainy men in this business that the kind of matter I refer to as published in such magazines does not appeal to.

Real Purpose in Modern Plumbing

There is a real purpose in modern plumbing other than the selling and installation of goods. Primarily the object of all plumbing fixtures is to dispose of waste matter, to effectually discharge it when the decomposition can be controlled and made to have no ill effects on the public health, to make its discharge inoffensive to sight, hearing and sense of smell (odor), and to have the fixtures clean, easily kept so, both inside and out, and as pleasing to the eye as possible.

What is more pleasing to a gentleman or lady of refined tastes (and this beautiful United States is full of them) than to enter a nice, white, well kept bath room, having fixtures of simple lines, suggestive in themselves of cleanliness?

Help Put Business in Proper Light

The present trouble is that many, many people couple the idea of all plumbing with the (pardon the term) rough-neck workman and contractors that scheme and twist to evade giving just what an owner wants, and will pay for it, if it is put to him in the right light, being given above-board, reliable information as to what he should have and is given.

The manufacture and installation of plumbing fixtures is as necessary to the welfare of mankind as of making good food—more necessary than that of making good furniture or rugs, and why does it not take its proper place in the building of houses in the public estimation?

I believe there is a field for the building up of a better sentiment pertaining to this business and I have often thought your magazine as a good medium to this end, in view of the good work you do in the hardware trade.

W. E. APPLEFORD.

A store in itself is not a business. Business is in the brain of the customer and in the brain of the salesman, and that is where it must be developed, if it is going to be developed at all.

A poor clerk, rendering poor service, can undo the most elaborate advertising campaign. Just as people like to associate with persons of good manners, so customers prefer to trade with stores rendering proper service.

The power of advertising is becoming more and more appreciated as its quality improves. The only advertising worthy of the name after all, is that which is honest, straight-forward and dependable. This is the kind which creates confidence and wins custom.

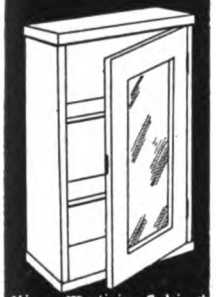
What do you plan to do in this season just ahead—that is, what do you plan to do different than you have done before; or what advantage do you expect to push to a final finish? Don't drift—steer. A log can drift, but it takes a man of brains and vision to direct his own course wisely.

It has been found in the study of salesmanship that the first and most important step is the "introduction." What do we do when we are introduced to a person? We try to be as agreeable as possible and make every effort favorably to impress the person to whom we are introduced. Now, why should we not do likewise in our stores?

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Favorite Oval Mirror


Cork Top Stool


Climax Medicine Cabinet

SNOW WHITE WHITE-PYRALIN BATHROOM SUPPLIES



Only Sanitary Line Made

that appeals at once to your trade, makes customers for you and brings them back again.

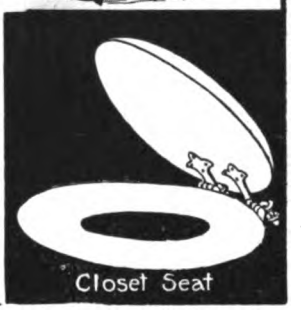
Display these goods and sales will follow.

Non-porous, guaranteed not to chip, crack or flake. Not affected by heat or cold. Only soap and water needed to clean it. A necessity in all high-grade bath rooms, hospitals, hotels, public buildings, etc.

Beware of Worthless Imitations

C. F. CHURCH MFG. CO.
HOLYOKE, MASS.

These goods can be obtained from the LEADING JOBBERS. INSIST ON THEM. If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. Sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and leading jobbing houses.


Closet Seat

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.
Pittsburgh, Pa.
38 SOUTH DEARBORN ST., CHICAGO, ILL.
Factory, Oakmont, Pa.

GENUINE

ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

THE ARMSTRONG MFG. CO.
276 Knowlton St.
BRIDGEPORT, CONN.
New York Office: 248 Canal St.

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PROPHECY FULFILLED

Editor HARDWARE AND PLUMBING WORLD:

Last Spring I wrote you my views at that time. I do not know if they were published or not, but if so I am in the fortunate position that I can now say, "I told you so!"

Very truly yours,
PITTSBURG WATER HEATER CO.,
F. H. Knapp, Gen. Mgr.

Following is article referred to, published in our May issue:

GET STARTED—NO REASON TO WAIT

By F. H. Knapp,
General Manager Pittsburg Water Heater Company

We have read a great deal of late on the subject of reconstruction. My opinion is that we are using the wrong word, for the very large majority of manufacturers in this country really haven't any reconstruction work to do.



The thing that is necessary is to get started; go into the market and buy a reasonable amount of raw material; employ a force of mechanics and build a quantity of their product of whatever it may be.

This attitude on the part of the manufacturer will have a decided influence on all branches of industry throughout the country.

You know what we really need to start things good is a payroll being distributed every two weeks, and if the manufacturer has the confidence in the future that he should have, then he is going to start the ball rolling himself, and depend upon the consumer falling into line in the near future and placing orders to consume this manufactured product.

I recently attended the first general meeting of the American Gas Association which has been held in two years. The papers which were read convinced me that the commercial departments of the gas companies are optimistic and will do active work along the lines of distributing gas appliances in a short time.

One of the papers laid particular stress on the subject of giving service to the consumer who was using gas appliances, claiming that this service must be given to retain the confidence of the public and also to influence them to buy a high grade of gas appliances from the gas company.

There has been some question about the marketing of gas appliances until the price should be materially reduced. I cannot see how this will be possible for some time to come, for the reason that iron castings are more expensive today than they were a year ago; labor for producing gas appliances costs about 33 1-3 per cent more than it did a year ago—the only reduction in cost is in the copper tubing and that is not sufficient to off-set the advances on the other material and labor.

We predict now that within a period of six months from date it will be a question of capacity of the factories rather than the necessity of hunting for orders.

ARE YOU READY FOR FALL AND WINTER TRADE?

Successful merchants must plan in advance. Not only in securing their stock, but in securing their customers as well.

Implement dealers canvass their territory thoroughly from house to house. There is no reason why plumbers cannot put into effect the same methods that other merchants use, but alas it is too often true that the average plumber is more of a mechanic than he is a merchant.

A new class of merchant plumbers is arising, and they are increasing in number. They are making a success because they are using business methods in going after business.

Successful merchant plumbers do not need to be told that if they have not already done so they must get in touch with the people of their own towns and communities, looking after roofs, furnaces, repairing and installing new plumbing equipment so as to have it ready before the cold weather sets in.

One of the farthest-reaching results of the war is the new spirit of cooperation between capital and labor.

Business is a good deal like rowing in a stream of water. Sometimes the rowing is safe and enjoyable, and at others you are still in the stream but headed for the falls. Safety lies in skillful management of the boat and careful selection of the right waters to navigate.

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FAULTLESS QUALITY
MLK
PROMPT SERVICE

M. L. KLINE

Plumbing, Heating, Mill and Steam Supplies

Exclusive Agents for
The William Powell Company
Valves and Specialties

30 Years Wholesaling in Portland

84-86-87-89 FRONT ST.

Garden Hose Valves
OF
Recognized Quality

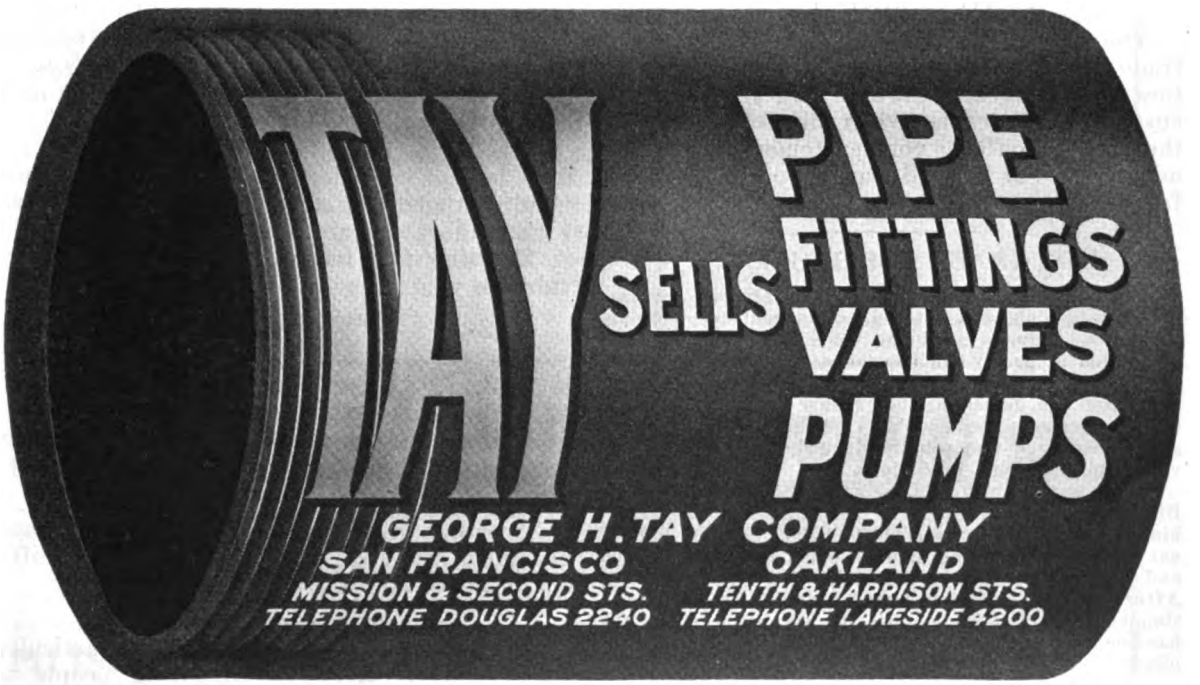
Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.



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TENDENCY OF EVERYTHING UPWARD

Editor HARDWARE WORLD:

The writer believes that it would be the best policy for merchants, especially in our particular line, to purchase their wants for a number of months to come, ahead of time. At the present time the tendency of everything is upwards and cannot place their orders at a lower price than they can at the present time.

We ourselves are very busy and over-sold for some months to come.

Yours very truly,
C. F. CHURCH MFG. CO.,
Holyoke, Mass. Geo. W. Collins, Treas.

Always seek the middle ground—avoid extremes.

The studious individual and the observant one is truly educated in the best sense.

If your goods, location or service have any particular points of excellence to recommend them, use these points in your advertising. Don't wait for people to find them out for themselves.

Every day has its regular duties. It should also be made the most of for the purpose of furthering some special plan, work or project. Those who only attend to routine duties soon become mere drifters. It is the people who have initiative and pep who really get somewhere after awhile.

DON'T GIVE THEM A CHANCE TO FORGET IT

One of your big advantages in keeping your trade safe from the efforts of outside competitors is your location, where you can give the customers real service when they buy and after they buy. Don't let your customers forget this advantage. It is well worth special mention frequently.

INSURANCE FOR EMPLOYES

Billings & Spencer Company, of Hartford, making hign grade tools, has entered into a contract with an insurance company to bring its employes under the protection of group life insurance.

Group insurance is written—without medical examination and usually at the expense of the employer—on the concern's employes as a whole. Four years ago group insurance was practically unknown, but its development has been prodigious.

Each person who had been in the employ of the Billings & Spencer Company for three months found himself, on May 29, insured for $500. At the end of one year's services the amount will be raised to $750, and at the end of two years it will become $1,000. After that it will be increased by $100 for each continuous year of service until the maximum of $1,500 has been reached. The employes of Billings & Spencer number more than 1,000.

H. S. Buckley and Andrew Shahan have established themselves in the plumbing business at 243 Clement street, San Francisco.

MERCHANTS PLACING BLANKET ORDERS

Editor HARDWARE AND PLUMBING WORLD:

The writer has been in very close touch with many lines of manufacturing and believes that merchants, wherever possible, should purchase as much in advance of needs as they are able to. There is no possibility of lower prices in any standard line that is not controlled by monopoly but on the contrary, the chances are that prices will be higher rather than lower. There is a great scarcity of labor and a good deal of unrest which will tend to reduce the amount of manufactured articles that will be obtainable.

The jobber and retailer should bear in mind that it is utterly impossible to make a profit without being able to deliver the article sold, and in order to make sure of being able to make delivery, it will be absolutely necessary that they not only have the stock purchased, but that it is purchased of manufacturers who are able to and will make deliveries. This, in the writer's opinion, means that it will be necessary to purchase of manufacturers who are strong and, therefore, better able to make deliveries than those who are not. The purchase of these articles is not nearly is important as the getting of the materials of finished product.

To the writer's personal knowledge, some large merchandising houses are placing blanket orders for millions of dollars worth of finished product, leaving the price to be fixed at the date of shipment; in other words, what these concerns want is the stock to sell, regardless of what it costs. So far as our company is concerned, we are placing blanket orders for materials out of which our product is to be made. These materials are specified for deliveries in quantities we require, price to be lowest at date of shipment.

At the present time, we are about thirty days behind on orders and our factory is running to capacity, or as near so with the help that we are able to obtain.

Trusting this information will be of some value to you, we are,

Very respectfully yours,
CLAYTON & LAMBERT MFG. CO.
Detroit. John E. Lambert, Sec.

Getting up steam is more apt to lead to success than all the hot air in the world.

Accounts which are not closely and promptly collected, become increasingly difficut to prove and to close up satisfactorily.

Every season of the year has its particular requirements. Are you expecting people to keep track of these themselves, or are you doing your part in the way of advertising reminders?

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No Returning to the Job

YOU never see the Pittsburgh Water Heater again, after you have installed it. You slip a nice liberal profit into your pocket and feel sure that there will be no returning to the job to eat up that profit.

It takes no more time or selling effort to sell a Pittsburgh, with greater profit, than it does to sell an ordinary heater with less profit. And you are always sure of a Pittsburgh giving the utmost satisfaction.

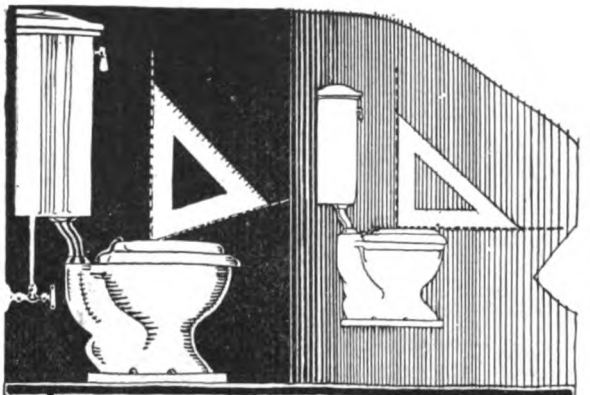
Pittsburgh Water Heaters

are made by the oldest and largest manufacturers of gas-burning water heaters in the world. There's not a hot water requirement, small or large, that we can't meet—and at the right price.

Merchant plumbers would do well to make the acquaintance of our Sales Promotion Department. You'd be surprised at the amount of help we can give you in building up this line of your business.

Many plumbers think that the installation of gas-burning water heaters should be left to the company supplying the gas. This is wrong and they thereby lose the profits from such installations. Write us today for descriptions of our automatic and tank water heaters. Add them to your line. Push them and watch your business grow.

PITTSBURG WATER HEATER CO.
Pittsburgh, Pa.



Hygieno

produces business

The Hygieno Closet supplies a long felt need. Many people are replacing their old closets with Hygieno Closets.

The Hygieno Closet Bowl is only thirteen inches high—three inches lower than the old-fashioned, high closet bowl.

It enables the body to rest in a natural position which causes the bowels to be rapidly and completely emptied.

This position flexes the abdominal muscles – prevents constipation—and insures regular bowel movements.

There are three types of Hygieno Closets, all of which are silent in operation.

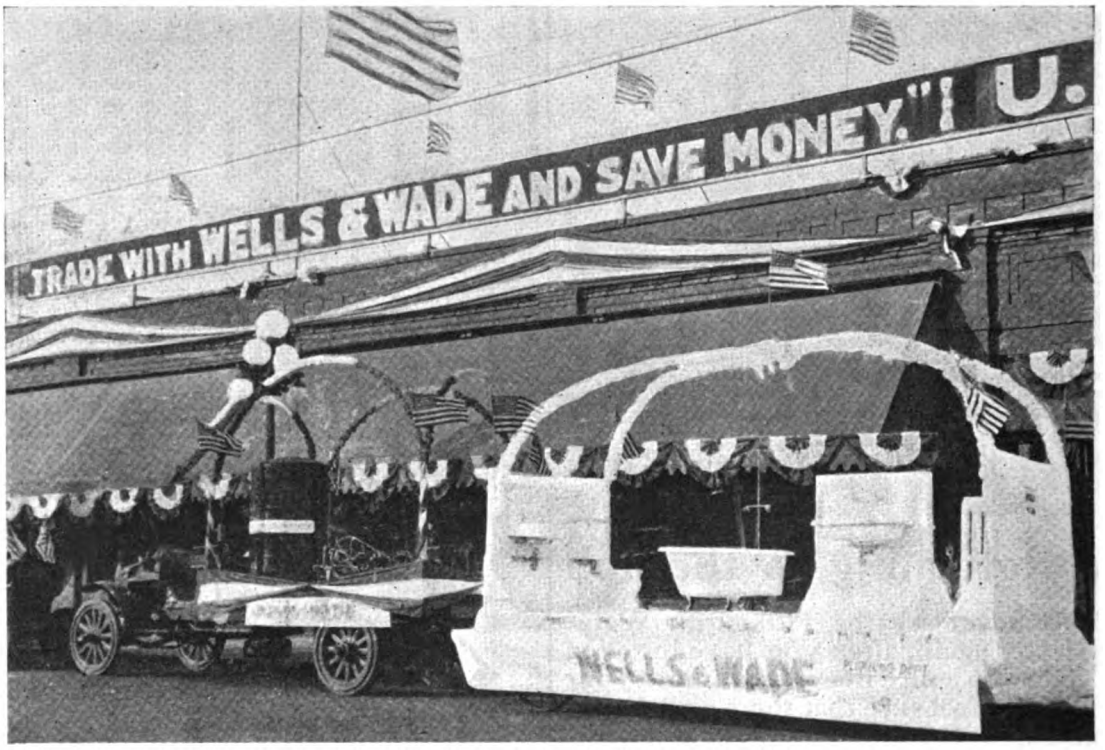
Hygieno—the noiseless closet of the most modern type. Hygieno De Luxe—the all white closet which is similar in action, but has every bit of metal concealed. Hygieno Junior—an efficient, good looking, low priced closet.

PACIFIC
PLUMBING FIXTURES

For Sale by all Jobbers

Main Offices:
67 New Montgomery St., San Francisco
Factories: Richmond & San Pablo, Cal.
Branches:
Los Angeles, Salt Lake City, Portland

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Elsewhere in this issue is shown a portion of a street display made by Wells & Wade, enterprising merchants at Wenatchee, Wash. Here is another section of their attractive exhibit in the Fourth of July parade. Two children were in a bath tub, shown on the float, under a constant shower of water, which was supplied by the pressure water system shown on the truck ahead of the float. Wells & Wade use the same business methods in their plumbing department as they do in their hardware and implement business, which in part accounts for the remarkable success of these enterprising merchants.

SOME AMERICAN EMISSARIES

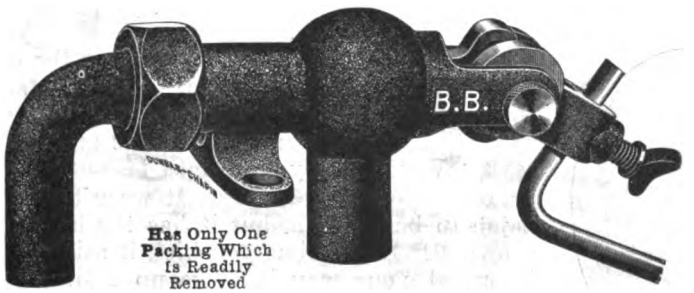
Attention is drawn to the evidence on the situation in Mexico given before the House rules committee by Mr. William Gates on July 28. President Wilson, said Mr. Gates, was misled by William Bayard Hale and Lincoln Steffens, who were deputed by the President to investigate and to make a report. After they had made their report these two men entered the service of the German government. Hale, it will be remembered, went to Germany as a newspaper correspondent, and is said to have been the peculiar pet of the German authorities. Steffens distinguished himself by the violence of his radical utterances, and the virulence of his fulminations against our own system of government.

Why were men of this character employed on so vital a mission as the investigation of conditions in Mexico? Why were they employed at all? Are we so poor in character and ability that we are obliged to sweep the political gutters for our representatives in foreign countries? Is Carranza's present attitude due in any way to his contempt for American emissaries whom he naturally supposes to reflect the attitude of the American people? Is it surprising that Carranza should have been a friend of Germany during the war when he finds that American representatives promptly take service with Germany, and without in any way prejudicing their position with their own government? The record of Steffens must be quite well known at Washington, as well as his inflammatory utterances on American government. None the less we find that Steffens is employed on another government mission, this time to the Bolshevist regime of Russia. Once more he is requested to make a report. And with him goes Mr. Bullitt, a bird of the same feather. What is the meaning of it? Steffens is said to have brought back an autograph letter from Lenine to President Wilson. One wonders what he said to Lenine, and how far Lenine judges the attitude of America from the communications of Steffens. It may be that the real course of events is controlled more by such incidents as this than by those more formal proceedings that find their way into those state documents that are occasionally and reluctantly divulged in the course of what we are curiously pleased to consider as open diplomacy.

—Argonaut.

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YOU GET THE SIMPLEST AND BEST COCK EVER MADE *when* YOU SPECIFY **B. B. HIGH PRESSURE BALL COCK**



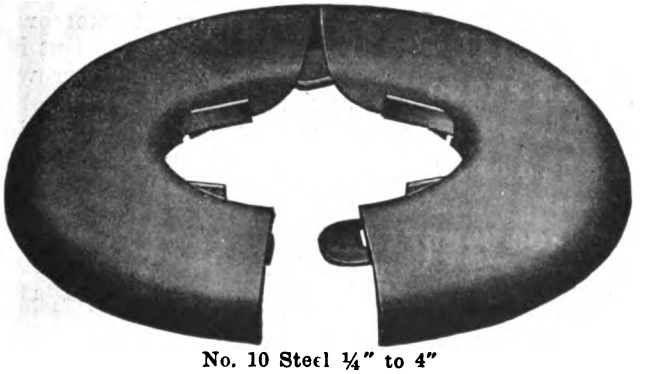
Has Only One Packing Which Is Readily Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Plimpton St., Waltham, Mass.



No. 10 Steel ¼" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.
Largest and Oldest Plate Company in the World.

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St. San Francisco, Cal.

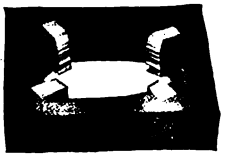


"I'm Nye The Die Man"

About the most popular die in the world right now would be the kaiser's. Next to that, the most popular die in the world is The NYE DIE.



THE NYE TOOL & MACHINE WORKS
108 North Jefferson Street
CHICAGO, ILL.



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Putting Things Off

(By Harry Gale Nye)



THIS article should have been written some time ago, but I put it off; I am glad I did, for it has taught me never to do it again. I could have written it in a couple of hours. Instead I lugged it around in my bosom for a couple of months, with the result that my bosom is covered with corns; and my conscience is rubbed raw, and my mind is nagging at the corners—and all because I put something off instead of putting it over.

Someone asked a soldier the other day how much the outfit he carried on a hike really weighs. "Forty-five pounds when you start," said the rooky, "but a hundred and forty-five before night."

It is that way with a whole lot of us with a whole lot of things. The longer you carry a job around with you instead of doing it, and getting rid of it, the heavier it gets. The forty-five pound job that you could lift easily in the morning will be dragging at your heels at night like a ball and chain, and it will take on weight like a fat woman trying to reduce at a health resort. About half our jobs, anyway, are forty-five pounds work and a hundred pounds worry.

The letter that you could dictate right off the reel if you would do it when you had it to do, becomes a fifty-thousand word novel of a job after you have let it go a few days. When the subject is fresh in your mind, whether it is writing a word of commendation to a friend or a word of condemnation to an enemy, you could reel it off like a book agent reciting a prospectus. But put it off and put it aside, and it grows like the celebrated cloud that was no larger than a man's hand but grew until it moved a whole voting precinct from Kansas to Missouri.

The plan you were going to work out to do this or do that around the shop you could have worked out without an effort if you had done it when the spirit moved you. But the longer you put it off the more your enthusiasm will ooze and the harder it will get to do.

The things that are put off are not only hard to do, but they are seldom done well. The thing you fail to do, you hate to do. You lay it aside, you fall over it, it gets in your way, it turns up when you are busiest, and it yelps at your heels like a yellow pup. You sit down to work at something else, and there is that neglected task sitting on its hind legs. You lock yourself up to do a little quiet thinking, and that little job comes whining at the door. If you sneak off to play golf or pool or something, it gets in your way and musses up your shots. Whatever you do, it comes around and says, "Why don't you do me?"

It gets on your nerves. It wasn't much of a job to begin with, but it has the habit of a snowball. Every time you kick it aside or roll it out of your way it picks up a little more snow. You wake up in the middle of the night, and what is the first thing you think of, some pleasant little incident of the day? No, that confounded job of tomorrow. Tomorrow you say, you will get it out of the way. But it has been so easy to put off before, tomorrow you will put it off again.

I know a man who had a "Do It Now" sign over his desk, hung up so high that he and everybody else could see it. One day, when I dropped in, I said, "That slogan looks a little dusty. "Yes," he said, "some day I am going to get up and dust it off." What do you know about that?—putting off dusting off a "Do It Now" sign. The last time I was in I looked at the sign. You could hardly see it for dust.

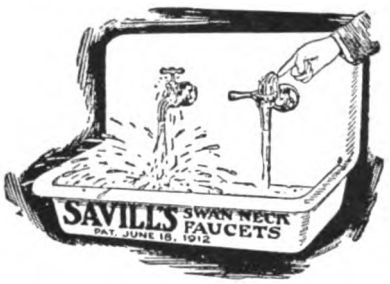
If dust is going to render you more or less invisible, let it be the dust you kick up behind, not the dust you collect. There are just two things you can do with dust in this world—make it or take it. There is a lot of dust floating around and it is mostly on the men who put things off.

Did you ever watch one of these put-offers in a shop? They are always picking things up and putting them down. The tool that needs sharpening or tuning up they put aside for future sharpening or tuning. They are always finding that it won't do and putting it aside until some time when they can put it into shape. But somehow they never do it. Their benches are covered with things that they have to paw over because they have never put anything away. They have a place for everything and everything else in its place. They have to pick up ten things to find one. Their tool-chests look like button boxes; and whatever they want is on the bottom every time. They work harder than any other men in the shop and do less work.

The things we put off are the little things, but by putting off they become the big things. If a war garden would grow like a neglected task we would have fresh vegetables the year around. Many a man who thinks he is busy is only behind. If he would rid himself of the little things he postpones maybe he wouldn't have to postpone so many big ones.

Don't put things off—put them over!

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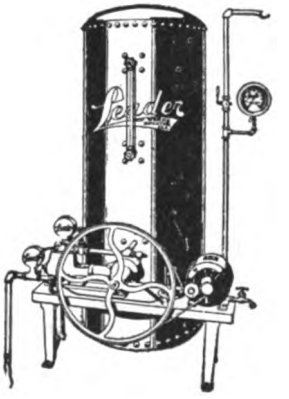
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QUESTIONS AND ANSWERS



DISPOSAL OF ROOF DRAINAGE

Editor Questions and Answers: Is it advisable to run the water from the roof into the ventilating stack of the plumbing system of a house?

R. M. WALLACE.

It is not good practice to use the roof drains in this manner. They should never connect with the plumbing system of the house for numerous reasons which should be apparent to any one who has ever had to clean out the eaves. The ventilating stack of a plumbing job has its own particular office and should not be utilized for saving as some country architects seem to think.

THE COLD AIR DUCT

Editor Questions and Answers: So much dirt seems to enter the house through the cold air flue of our furnace that we sometimes close it entirely. Will you kindly suggest a remedy for this nuisance?

MRS. A. J. SIMMONS.

The air that is passed through this duct may be screened. One can use cotton cloth or burlap. A good way to do is to put both in, separated by a distance of at least three feet. You will notice after using, that these screens will have to be changed and the number of times you have to change them will prove to you just how badly you need same, and show you how much dirt was going into the house that you seldom expected.

SIZE OF BATHROOM

Editor Questions and Answers: Can you tell me how large an ordinary bathroom should be in order to be sanitary?

C. H. REEVES.

The latest information we have on this subject is obtained from Mr. Charles B. Ball, chief inspector of the Bureau of Sanitation, Chicago, Illinois, who says, that the minimum floor space for fixtures should be:

Water closet, 12 square feet. Lavatory, 12 square feet. Bath tub, 30 square feet. That would give fifty-four square feet of floor space for a bathroom containing said three fixtures. A room of nine by six feet would give same. Mr. Ball is regarded as one of the best posted authorities in these subjects, his long connection with the bureau in Chicago having given him unusual opportunities.

HEIGHT OF KITCHEN SINK

Editor Questions and Answers: Please state in your next issue the proper height at which the kitchen sink should be set.

B. T. SMITH.

A few years ago there was a certain established rule for the height of sink, but practices (and sinks) have changed so greatly in the past few years that it no longer holds the same. We should say that the best practice would be to set the sink at the most convenient height that was agreeable to the people who are to occupy the house.

SPEED IN PIPE WORK

Editor Questions and Answers: Can you give us any suggestions for increasing the speed of doing pipe work?

A. J. BENNAGE.

Keep your vises and dies in first class shape. Also the pipe wrenches. See that the men do as much of the making up of the pipes as is possible at the bench. Insist that your pipe fitters and plumbers take, on the average, at least five measurements to cut before going to put in same. A mechanic who takes only one or two measurements and then runs to put them in and then takes one or two more must be a slow man. He is too long on the road.

VENT STACK FILLS FULL OF FROST

Editor Questions and Answers: During the severe cold of last winter the vent pipe on our plumbing job stopped full of frost in the attic and through the roof. How can a similar occurrence be prevented?

M. R. FISHER.

We suggest increasing the size of the pipe in the attic and through the roof, from four inch to six inch. Then in the attic and up to the point where the pipe enters the roof we believe that it would be good policy to cover the pipe with a good, frost proof pipe covering, which can be obtained from a regular supply house.

Walter E. Bacon, of Modesto, Cal., has disposed of his plumbing business to Dave Hoffman and Robert Rhein.

William B. Mullen has moved his plumbing shop into his new building at Fremont, near Seattle, Washington, which is better adapted for the carrying on of the different departments of his business, which he is constantly adding to. He reports a good outlook.

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THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

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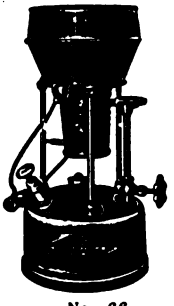


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the same as every "Wide Awake" Mechanic has been who has used C. & L. No. 32 Torches. They save both Time and Money. The No. 32 represents the highest degree of Durability, Quality and Fuel Economy. The Burner is made of special generator metal which holds the heat longer and the tank is made of heavy gauge seamless drawn brass to withstand hard usage. Try one and we know you will be pleased. All leading Jobbers supply at factory price. Send for catalog—it's free.

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Drawn Steel Tank
Automatic Spring
Valve
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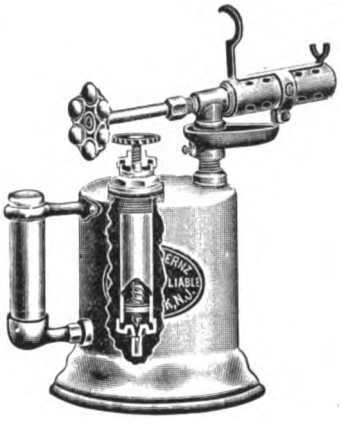
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Since 1876, we have been manufacturing the "Always Reliable" line. Since that time we have patented many improved features, therefore, consider our torches and furnaces the most practical on the market.

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Box. Semi-Smkls Less Smk	Smkls
Blank Rim Fire		
22 Short	$ .20	$ ...
32 Short	.40	...
Blank Center Fire—		
32 S & W	.65	...
38 S & W	.80	...
38 Long Colt	1.35	...
44 W C F	1.65	...
Shot Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot Center Fire—		
32 S & W	1.10	...
32 W C F	1.45	...
38 S & W	1.30	...
38 W C F	1.65	...
44 W C F	1.65	1.90
44 X L	1.80	2.05
44 Game Getter	1.65	1.90
Rim Fire, Ball—		
BB Caps	...	.40
CB Caps	...	.50
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.40	.45
22 Long H P	.45	.55
22 Long Rifle	.40	.50
22 Long Rifle H P	.45	.55
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	...	.65
22 Win Auto, H P	...	.70
25 Short Stevens	.70	...
25 Stevens	.90	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.10	...
38 Long	1.15	...
41 Short	1.10	...
Center Fire Pistol—		
22 Win SS	1.45	1.65
25 Colts Auto	...	1.60
25-20 Single Shot	1.75	2.05
25-20 Win	1.55	1.80
25-20 Win HV	...	2.00
7.63 MM-Mauser	...	2.40
7.65 MM-Mauser	...	2.40
9 MM-Luger	...	2.60
32 Colts Auto	...	1.70
32 Colts Short	1.10	1.20
32 Colts Long	1.25	1.35
32 Colts Police Positive	1.25	1.35
32 S & W	1.10	1.20
32 S & W Long	1.25	1.35
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.00
35 S & W Auto	...	1.75
38 Colts Auto	...	2.50
38 Colts Short	1.35	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.35	1.50
38 S & W	1.35	1.50
38 S & W Special	1.60	1.75
38 Winchester	1.85	2.30
41 Colts Short DA	1.45	1.65
41 Colts Long DA	1.75	1.90
44 Bull Dog	1.50	...
44 S & W Amer	1.90	2.15
44 S & W Rus	1.90	2.15
44 S & W Special	2.15	2.30
44 Webley	1.65	...
44 Winchester	1.85	2.30
45 Colts	2.15	2.35
45 Colts Auto	...	2.85
Center Fire Military and Sporting—		
22 Savage	...	1.60
250-3000 Savage	...	1.75
25-21 Stevens	2.30	...
25-25 Stevens	1.90	2.85
25-35 Winchester	...	1.40
25-35 Short Range	...	1.40
25-36 Marlin	...	1.40
25 Remington Rimless	...	1.40
6 MM U S N	...	2.10
7 MM Spanish Mauser	...	2.10
7.655 MM Bel Mauser	...	2.10
8 MM Mauser	...	2.10
9 MM Mauser	...	2.30
30-30 Winchester	...	1.60
30 Remington Rimless	...	1.60
30 Government Rimless	...	2.30
303 Savage	...	1.60
32 Remington Rimless	...	1.60
32-40 Winchester	1.20	1.35
32-40 Winchester H V	...	1.60
32 Winchester Slf Ldg	...	2.80
32 Winchester Special	...	1.60
33 Winchester	...	2.10
35 Remington Rimless	...	1.75
35 Winchester	...	2.30
35 Winchester Slf Ldg	...	2.90
351 Winchester Slf Ldg	...	3.30
38-55 Winchester Lead	1.45	1.75
38-55 Winchester HV	...	1.95
38-56 Winchester	1.45	1.75
40-60 Marlin	1.50	...
40-60 Winchester	1.50	...
40-65 Winchester	1.50	1.75
40-70 Winchester	1.55	...
40-72 Winchester	1.55	1.80
40-82 Winchester	1.55	1.80
401 Winchester Auto	...	1.70
405 Winchester	...	2.50
45-60 Winchester	1.55	...
45-70-405 Government	1.55	1.80
45-75 Winchester	1.55	...
45-90 Winchester	1.65	1.80

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot	$1.35
8 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot	1.35
8¼ drs. x1⅛ oz., 26 grs. x 1⅛ oz., drop shot	1.35
8¼ drs. x 1⅛ oz., BB shot, drop shot	1.35
8¼ drs. x Buck shot, drop shot	1.85
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot	1.15
2¾ drs. x ⅞ oz., BB shot, drop shot	1.20
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot	1.15

HIGH GRADE SMOKELESS—

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot	1.40
3½ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot	⅞ 1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot	1.30
20 2¼ drs. x ¾ oz., chilled shot	1.25
2½ drs. x ⅞ oz., chilled shot	1.35
Trap Loads—	
12 3 drs. x 1¼ oz., 7½ chilled	1.35
3½ drs. x 1¼ oz., 7½ chilled	1.40
Black Powder—Loads—	
12 3¼ drs. x 1½ oz., drop shot	1.05
Caps and Primers—	
Percussion	.20 ..
Musket Caps	.25 ...
Primers, 100 in box	.35 ...
Primers, 250 in box	.80 ...
Empty Paper Shells—Black Pow.—	
12, 16, 20, Ga. per 100	... 1.50
10 Ga. per 100	... 1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	... 1.80
10 Ga. per 100	... 2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	... 2.30
10 Ga. per 100	... 2.40
Empty Brass Shells—	
Best qual. 12, 16, 20 28, Box 25	... 2.75
2nd Qual. 12, 16, 20 28, box 25	... 2.10
Wads—	
Cardboard, box 250	... .20
Black Edge, Reg., box 250	... .50
Black Edge, ¼ in., 125 in box	... .40
Black Edge, ¼ in., 250 in box	... .30

ADZES (UNHANDLED)—**Carpenters**, No. 30, 4 White, $3.75 each; No. 30, 4½ White, $3.75 each; No. 231, 3½ Sierra, $3.25 ea.; No. 231, 4 Sierra, $3.25 ea.; No. 231, 4½, Sierra, $3.25 each. **Railroad**, No. 30 B, White, $4.00 each; No. 30 B, 5½ White, $4.00 each; No. 238, 5 Sierra, $3.50 each; No. 238, 5½ Sierra, $3.50 each. **Ship**, No. 44, 4 White, $4.25 each; No. 44, 4¼ White, $4.25 each; No. 44, 4½ White, $4.50 each; No. 45, 4½ White, $5.00 each; No. 45, 5 White, $5.00 each; No. 235, 4 Sierra, $3.75 each; No. 235, 4½ Sierra, $3.75 each.

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25.

ANVILS—Vulcan No. 2, 20-lb., $8.50; No. 3, 30 lb., $9.50; No. 4, 40-lb., $11.50; No. 5, 50-lb., $13.00.. No. 6, 60-lb., $14.50; No. 7, 70-lb., $16.00; No. 8, 80-lb., $17.50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35½c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

ASBESTOS—

Mill board, 30c lb.; Cut, 35c lb.
Paper, 30c lb.; Cut, 35c lb.
Wicking, ½-lb. balls, 65c each.
Wicking, 1-lb. lots, $1.25.
Cement, per sack, $7.25; per lb. 10c

AUGERS—Greenlee Carpenters Nut, No. 57.

Size	½	⅝	¾	⅞	1	1¼
Each	$1.00	$1.00	$1.15	$1.25	$1.35	$1.65
Size	1½	1¾	2	2½	3	
Each	$2.00	$2.35	$2.65	$4.00	$8.00	
Greenlee Ship.						
16ths	8-10	11-12	13	14	15	16
60 each	$1.60	$1.75	$1.75	$1.85	$1.95	$2.00
62 each	1.95	2.00	2.00	2.15	2.20	2.25
16ths	17	18	19	20	21	22
60 each	$2.15	$2.25	$2.30	$2.40	$2.50	$2.50
62 each	2.50	2.65	2.60	2.80	3.15	3.15
16ths	23	24	25	26	27	28
60 each	$2.85	$3.00	$3.30	$3.45	$3.75	$4.10
62 each	3.50	3.60	3.65	3.75	4.10	4.40
16ths	29	30	31	32		
60 each	$4.40	$4.70	$5.00	$5.35		
62 each	4.70	5.35	5.95	6.25		

AXES—Boys' Handled, Blue Wing, $2.50 each; Pacemaker, $2.00. Hunters, 670, $1.50 each; 671, $1.50 each; 673 $1.65 each. Boy Scout, 655 S, $1.85 each; 655, $1.50 each; 50 S (Sheaths), 50c each. Double Bit Unhandled, Dreadnaught, 3-4, $2.75 each; Dreadnaught, 3½-4½, $2.75 each; Dreadnaught, 4-5, $2.75 each. Double Bit Handled, Tuff Temper, 3-4, $3.25 each; Tuff Temper, 3½-4½, $3.25 each;

(Continued on page 192)

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RETAIL SELLING PRICES—Continued.

L & G ENAMELED WARE

Biggins, Coffee
0 ..... 1.10
01 ..... 1.25
00 ..... 1.35
010 ..... 1.50
020 ..... 1.60
030 ..... 1.75
040 ..... 2.00
050 ..... 2.25

Boilers, Coffee
60 ..... 1.50
70 ..... 1.75
80 ..... 2.00
90 ..... 2.50
100 ..... 3.50

Boilers, Rice
14 ..... 1.25
16 ..... 1.35
18 ..... 1.60
20 ..... 1.85
22 ..... 2.00
24 ..... 2.35
26 ..... 2.75
28 ..... 3.15
36 ..... 4.00

Bowls, Wash
26 ..... .50
28 ..... .60
30 ..... .65
32 ..... .75
34 ..... .85
36 ..... .95

Buckets, Covered
21 ..... .55
21½ ..... .60
22 ..... .65
23 ..... .80
24 ..... .95
26 ..... 1.10
28 ..... 1.35
30 ..... 1.75
32 ..... 2.00
150 ..... .65
250 ..... .80
350 ..... .90
450 ..... 1.05
650 ..... 1.35
850 ..... 1.75
1050 ..... 2.00
1250 ..... 2.35

Buckets, Dinner
110 ..... 2.25
111 ..... 2.35
112 ..... 2.50
113 ..... 2.85
502 ..... 1.85
503 ..... 2.00

Chambers
1 ..... .65
1½ ..... .85
2 ..... 1.00
3 ..... 1.10

Chamber Covers
1C ..... .35
1½C ..... .40
2C ..... .45
3C ..... .50

Colanders
1 ..... .65
2 ..... .80
3 ..... 1.00
104 ..... .65
205 ..... .80
306 ..... .95
407 ..... 1.10

Cups
3 (Mug) ..... .25
6 ..... .35
8 ..... .25
9 ..... .25
10 ..... .25
10 M ..... .25
11 ..... .30
25 ..... .25
40 ..... .40
120 ..... .55

Cups and Saucers
20 ..... .45
400 ..... .55

Cuspidors
10 ..... .65
20 ..... .75
30 ..... .90
100 ..... 1.75
200 ..... 1.20
240 ..... 1.65
300 ..... 1.50

Dippers, Cup
10 ..... .40
11 ..... .45

Dippers, Windsor
110 ..... .45
112 ..... .50
114 ..... .55

Dippers, Suds
2 ..... .55
4 ..... .75

Dishes, Soap
50 ..... .40
60 ..... .40

Fillers, Fruit Jar
20 ..... .35

Flasks, Coffee
10 ..... .65

Funnels, Pieced
01 ..... .40
02 ..... .45
03 ..... .50
04 ..... .55
05 ..... .75
06 ..... .90

Kettles, Convex
02 ..... .75
03 ..... .85
04 ..... 1.00
05 ..... 1.10
06 ..... 1.15
08 ..... 1.50
010 ..... 1.85
012 ..... 2.10
212 ..... 1.40
214 ..... 1.65
216 ..... 2.00
218 ..... 2.35
220 ..... 2.75
222 ..... 3.40

Kettles, Lipped Preserving
14 ..... .45
16 ..... .50
18 ..... .55
20 ..... .65
22 ..... .75
24 ..... .85
26 ..... .90
28 ..... 1.05
30 ..... 1.25
32 ..... 1.40
36 ..... 1.85
40 ..... 2.75
50 ..... 4.00

Kettles, Milk
71 ..... .65
72 ..... .85
73 ..... 1.00
74 ..... 1.25

Kettles, Tea
30 ..... 1.05
40 ..... 1.15
50 ..... 1.35
60 ..... 1.50
70 ..... 1.65
80 ..... 2.00
90 ..... 2.25

Ladles, Deep
100 ..... .35
110 ..... .40
120 ..... .45
101 ..... .40
111 ..... .40
121 ..... .45

Measures
01 ..... .35
02 ..... .40
03 ..... .50
04 ..... .65
05 ..... .90
06 ..... 1.25
11 Graduated.. .65

Pails, Chamber
1 ..... 1.85
2 ..... 2.00
3 ..... 2.35
4 ..... 2.75

Pails, Water
110 ..... 1.60
112 ..... 1.85
114 ..... 2.10

Pans, Bed
1 ..... 4.00

Pans, Douche
2 ..... 2.75

Pans, Bread
11 ..... .50
12 ..... .60
13 ..... .75

Pans, Cake
9 ..... .45
10 ..... .40
69 ..... .40
70 ..... .45
200 ..... .50

Pans, Corn Cake
706 ..... .75
709 ..... 1.00
712 ..... 1.15

Pans, Muffin
406 ..... .65
409 ..... 1.05
412 ..... 1.00

Pans, Deep Pudding
50 ..... .30
100 ..... .35
150 ..... .40
200 ..... .45
300 ..... .50
400 ..... .55
500 ..... .65
600 ..... .75
800 ..... .85
1000 ..... .95

Pans, Dish
15 ..... 2.00
80 ..... 1.25
100 ..... 1.40
140 ..... 1.60
170 ..... 1.85
210 ..... 2.10
300 ..... 3.15
400 ..... 4.75

Pans, Rinsing
08 ..... 1.15
101 ..... 1.25
014 ..... 1.50
017 ..... 1.75

Pans, Lipped Fry
30 ..... .45
31 ..... .50
32 ..... .55
33 ..... .60
34 ..... .65
35 ..... .80
36 ..... .90

Pans, Milk
00 ..... .25
0 ..... .30
11 ..... .35
15 ..... .40
20 ..... .45
30 ..... .50
40 ..... .55
50 ..... .65
60 ..... .75
80 ..... .85
100 ..... .95
120. ..... 1.05

Pans, Convex Sauce
02 ..... .75
03 ..... .85
04 ..... 1.00
05 ..... 1.10
06 ..... 1.25
08 ..... 1.50
010. ..... 1.85
012 ..... 2.25

Pans, Combination Sauce
1 D..... 2.00
10 T..... 3.00

Pans, Lipped Sauce
10 ..... .40
12 ..... .45
14 ..... .50
16 ..... .55
18 ..... .60
20 ..... .65
22 ..... .75
24 ..... .85
26 ..... .90
28 ..... 1.05
30 ..... 1.25

Pans, Straight Sauce
150 ..... .65
250 ..... .80
350 ..... .90
450 ..... 1.00
650 ..... 1.40

Pans, Stew
3 ..... .45
4 ..... .50
5 ..... .55
6 ..... .65
16 ..... .50
18 ..... .60
20 ..... .65
22 ..... .75
24 ..... .80

Pans, Oblong Stove
04 ..... .50
100 ..... .60
200 ..... .65
300 ..... .90
325 ..... 1.00
350 ..... 1.05
400 ..... 1.25
425 ..... 1.40
475 ..... 1.50
550 ..... 2.00

Pans, Square Stove
110 ..... .85
111 ..... .90
112 ..... 1.05
113 ..... 1.15
114 ..... 1.35
115 ..... 1.50
116 ..... 1.65
118 ..... 1.85
120 ..... 2.00

Pitchers, Molasses
601 ..... .80

Pitchers, Water
2 ..... 1.25
3 ..... 1.40
4 ..... 1.55

Plates, Deep Pie
39 ..... .40
40 ..... .45

Plates, Shallow Pie
27 ..... .30
28 ..... .35
29 ..... .40
30 ..... .45

Plates, Dinner
19 ..... .40
20 ..... .45

Pots, Fireless Cooker
1450 ..... 2.10
1650 ..... 2.60
1850 ..... 3.00

Pots, Coffee
2½ ..... .65
3 ..... .70
5 ..... .85
15 ..... .90
25 ..... 1.00
35 ..... 1.10
45 ..... 1.25
55 ..... 1.40

Pots, Tea
00 ..... .70
01 ..... .75
0 ..... .85
10 ..... .95
20 ..... 1.05
30 ..... 1.15
40 ..... 1.30

Pots, Straight Sauce
018 ..... .95
020 ..... 1.10
022 ..... 1.35
024 ..... 1.65
026 ..... 2.00
028 ..... 2.75
030 ..... 3.00
032 ..... 3.25

Pots, Soup Stock
318 ..... 12.00
324 ..... 15.00
336 ..... 18.00
212 ..... 6.00
218 ..... 8.00
224 ..... 10.00
236 ..... 12.50

Roasters
150 ..... 3.50
180 ..... 4.25

Skimmers, Flat
10 ..... .35
12 ..... .40

Spoons, Basting
10 ..... .25
12 ..... .30
14 ..... .30
16 ..... .35
18 ..... .40

Steamers
7 ..... 1.60
8 ..... 1.85

Steepers, Tea
2 ..... .65
3 ..... .75

Tubs, Oval Foot
0 ..... 1.60
1 ..... 1.85
2 ..... 2.25
3 ..... 2.75
4 ..... 3.25

Turners, Cake
13 ..... .25
14 ..... .30

Tuff Temper, 4-5, $3.25 each. Single Bit Handled, Blue Wing, 3-4, $3.00 each; Blue Wing, 3½-4½, $3.00 each; Blue Wing, 4-5, $3.00 each; Dreadnaught, 3-4, $2.75 each; Dreadnaught, 3½-4½, $2.75 each; Dreadnaught, 4-5, $2.75 each; Bluebird, 3-4, $2.75 each; Bluebird, 3½-4½, $2.75 each; Bluebird, 4-5, $2.75 each; Pacemaker, 3-4, $2.75 each; Pacemaker, 3½-4½, $2.75 each; Pacemaker, 4-5, $2.75 each; Tuff Temper, 3-4, $2.75 each; Tuff Temper, 3½-4½, $2.75 each; Tuff Temper, 4-5, $2.75 each; Quaker City, 3-4, $2.75 each; Quaker City, 3½-4½, $2.75 each; Quaker City, 4-5, $2.75 each; Old Forge, 3-4, $2.50 each; Old Forge, 3½-4½, $2.50 each; Old Forge, 4-5, $2.50 each; Freighters, 3-F, $2.50 each.

BABBITT—Frictionless, 45c lb.; Magnolia, 50c lb.; No. 4, 20c lb.; No. 2, 22c lb.; No. 1, 25c lb.; No. A (genuine), $1.30 lb.; Challenge, $1.10 lb.; Special Motor, 95c lb.; Excelsior, 28c lb.; Acme, 70c lb.; XXXX Nickeled $1.25 lb.

BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 580, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ¾ x 24, 85c each; Goose Neck No. 3662, ¾x24, $1.00 each; Straight Chisel No. 14, ¾x15, 85c.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S, 50c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, $3.25 each; No. 1662, $3.75 each. Ever Ready, same price as Columbia.

BELLS—Alarm—Door—No. 125, 85c each; 15, 85c.
Call—No. 9, 30c each; 24, $1.25.
Gong—No. 120 85c each; 405, $2.10; 406, $2.85; 407, $4.25; 408, $5.75; 410, $10.50; 412, $18.50.
Hand—No. 0, 25c each; 1, 35c; 2, 45c; 3, 60c; 4, 80c; 5, $1.10; 6, $1.50; 7, $1.85; 8, $2.85; 9, $3.00; 10, $3.75; 12, $4.50; 14, $5.75.
Door—No. R, EA422, 75c each; R, EA424, 75c; R, EA425, 65c; R, EA426, 75c; R, EA427, 75c; R 429, 65c.

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RETAIL SELLING PRICES—Continued.

Push—R, EA, 512, 85c each; R, EA522, $1.50; R, EA524, $1; R, EA525, $1; R, EA526, $1.50; R, 1A527, $1.50.
Stock—Cow—No. 7, 25c each; 6, 30c; 5,40c; 4, 50c; 3, 60c; 2, 75c; 1, 90c; 0, $1.05.

BELLS—Farm—(100 lb.), $12.50.

BELLS—Kentucky Cow—No. 0, $1.25; No. 1 $1; No. 2, 85c; No. 3, 65c; No. 4, 50c; No. 5, 40c; No. 6, 35c; No. 7, 25c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 85c each; 8-in. Nonpariel, $1.00.

$1.35. No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in.,

BELL STRAPS—
Cow—1¼ lb., 90c; 1½ lb., $1.10; 1¾ lb., $1.25.

BEVELS—Sliding T—No. 18, 6-in., $1.00; 8-in., $1.25; 10-in., $1.35, No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in., 85c; No. 1—Odd Jobs, $1.00.

BIBBS—Compression—

	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	1.25	1.65	2.15	....
Finished brass	1.50	1.95	2.50	4.65
Nickle plated	1.75	2.25	2.85	5.00
Hose—Rough brass	1.45	1.80	2.35	4.75
Finished brass	1.75	2.15	2.75	5.00
Nickle plated	2.00	2.40	3.00	....

BITS—Auger

Size 16ths.	3	4-8	9-10	10-12	13-14	14-16	18	20
31—List.								
Doz.	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
31—Sell.								
Each	.50	.45	.50	.60	.75	.90	1.10	1.25
100—List.								
Doz.	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
100—Sell.								
Each	.65	.55	.65	.65	.85	1.00	1.25	1.40
101—List.								
Doz.	...	5.00	6.00	7.00	8.25	....	....	....
101—Sell.								
Each	...	.55	.65	.75	.85	...	...	...

Size 16ths.	3	4-6	7	8	9	10	11-12	13-14
35—List.								
Doz.	4.50	4.00	4.50	5.00	5.50	6.00	7.00	8.00
35—Sell.								
Each	.40	.35	.40	.45	.50	.55	.60	.70

Size 16ths.	15-16	17-18	20	22	24
35—List.					
Doz.	9.00	10.50	12.00	13.50	15.00
35—Sell.					
Each	.80	.90	1.00	1.15	1.30

Size 16ths.	4-6	7	8	9	10	11	12	13
47—List.								
Doz.	9.00	10.00	11.25	12.50	13.75	15.00	16.25	17.50
47—Sell.								
Each	.70	.75	.85	.95	1.05	1.15	1.25	1.35

Size 16ths.	14	15	16
47—List.			
Doz.	19.00	20.50	22.00
47—Sell.			
Each	1.20	1.30	1.40

Size 16ths.	5-8	9	10	11	12	13	14	15
53—List.								
Doz.	11.25	12.50	13.75	15.60	16.25	17.50	19.00	20.50
53—Sell.								
Each	1.35	1.50	1.65	1.80	1.90	1.95	2.35	2.45

Solid Center, in Sets—111¼, $1.05 set; 15, $3.85 set; 26, $6.00 set; 85, $8.50 set; 35C, $8.50 set.
Irwin, in Sets—53, $4.75 set; 55, $7.00 set; 55C, $7.00 set,
Russell Jennings, in Sets—4520½, $7.00 set; 4532½, 4532½C, $10.00 set; 4720½, $7.00 set.

BLOCKS—Tackle—

Steel—
Single—Plain Bushed—

Size	Each
3-inch	.85
4-inch	1.00
5-inch	1.10
6-inch	1.30
8-inch	2.50
10-inch	4.25

Double—Plain Bushed—

3-inch	1.50
4-inch	1.90
5-inch	2.10
6-inch	2.40
8-inch	4.35
10-inch	7.00

Triple—Plain Bushed—

3-inch	2.10
4-inch	2.60
5-inch	2.75
6-inch	3.50
8-inch	6.50
10-inch	9.50

Single—Roller Bushed—

4-inch	2.25
6-inch	3.00
8-inch	5.25
10-inch	8.50

Double—Roller Bushed—

4-inch	4.50
6-inch	5.50
8-inch	9.75
10-inch	14.50

Triple—Roller Bushed—

4-inch	6.25
6-inch	7.57
8-inch	13.75
10-inch	19.50

Snatch—Plain Bushed—

6-inch	4.50
8-inch	6.75
10-inch	10.00

Snatch—Roller Bushed—

6-inch	7.50
8-inch	10.75
10-inch	16.00

Wood—
Single—Plain Bushed—

Size	Each
3-inch	.85
4-inch	1.00
5-inch	1.10
6-inch	1.30
8-inch	2.25
10-inch	3.85

Double—Plain Bushed—

3-inch	1.50
4-inch	1.90
5-inch	2.10
6-inch	2.40
8-inch	4.00
10-inch	6.25

Single—Roller Bushed—

3-inch	1.30
4-inch	1.40
5-inch	1.50
6-inch	1.75
8-inch	3.15
10-inch	4.85

Double—Roller Bushed—

3-inch	2.40
4-inch	2.75
5-inch	2.85
6-inch	3.50
8-inch	5.75
10-inch	8.50

Wood—

6-inch	3.50
8-inch	5.75
10-inch	8.50

Triple—Roller Bushed—

4-inch	3.75
5-inch	4.25
6-inch	5.25
8-inch	8.50
10-inch	11.00

Snatch—Roller Bushed—

6-inch	4.75
8-inch	7.00
10-inch	11.00
12-inch	15.00

BLOWERS—With Tuyere Irons—No. 400 Champion, $37.50; No. 40, Lancaster, $25.00; Royal, $40.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15", no sleeve board, $3.50; No. 20 Springer, 54x13", no sleeve board, $3.25; No. 40 Springer, 50x12", no sleeve board, $3.00.
Without Table (skirt Boards)—4-foot, $1.00 each; 5-foot, $1.25; 5½-foot, $1.50; 6-foot, $1.75.

BOARDS, STOVE—
Wood Lined—Size 24x24, $1.75 each; 24x36, $2.50; 26x26, $2.10; 26x32, $2.50; 28x28, $2.50; 28x34, $2.75; 30x30, $2.85; 30x38, $3.25; 33x33, $3.25; 32x42, $4.00; 36x36, $4.00.
Paper Lined—Size 18x18, $1.00 each; 24x24, $1.10; 26x26, $1.20; 28x28, $1.35; 30x30, $1.60; 26x30, $1.75; 28x32, $1.90; 30x36, $2.25.

BOARDS, WASH—Brass, King, 80c each; Toy, Zinc, 25c; Single Zinc, Invincible, 45c; Double Zinc, Checkmate, 80c; Glass, 75c; Blue Enamel, 90c; Single Zinc, Pioneer, 55c; Single Zinc, Model Globe, 60c.

BOLTS—Common Carriage—

Size—	3-16 & ¼-in. Doz.	100	5-16-in. Doz.	100	⅜-in. Doz.	100	½-in. Doz.	100
1-1½	.15	1.00	.20	1.40	.30	1.90	.55	3.60
2	.15	1.10	.25	1.50	.30	2.05	.55	3.60
2½	.20	1.20	.25	1.65	.35	2.20	.55	3.60
3	.20	1.30	.25	1.75	.35	2.40	.60	3.90
3½	.20	1.40	.30	1.90	.40	2.55	.65	4.20
4	.25	1.50	.30	2.00	.40	2.70	.70	4.50
4½	.25	1.60	.30	2.10	.45	2.85	.70	4.80
5	.25	1.70	.35	2.25	.45	3.00	.75	5.10
5½	.30	1.80	.35	2.35	.50	3.20	.80	5.40
6	.30	1.90	.40	2.50	.50	3.35	.85	5.75
6½	.35	2.20	.45	2.85	.55	3.85	.90	6.05
7	.35	2.30	.45	3.00	.60	4.00	.95	6.35
7½	.35	2.40	.45	3.10	.65	4.20	1.00	6.65
8	.40	2.55	.50	3.25	.65	4.40	1.05	6.95
8½	...	....	.50	3.40	.70	4.55	1.10	7.25
9	...	....	.55	3.50	.70	4.75	1.15	7.60
9½	...	....	.55	3.65	.75	4.90	1.20	7.90
10	...	....	.60	3.80	.75	5.10	1.25	8.20

BOLTS—Stove—

Size—	5/32" Doz.	100	3/16" Doz.	100	¼" Doz.	100	5/16" Doz.	100
⅜"	.10	.50	.10	.50	...	...	...	...
½"	.10	.50	.10	.50	.10	.75	...	...
⅝"	.10	.50	.10	.50	.10	.75	...	...
¾"	.10	.50	.10	.50	.10	.75	.15	1.00
⅞"	.10	.55	.10	.55	.10	.80	.15	1.10
1"	.10	.55	.10	.55	.10	.80	.15	1.15
1¼"	.10	.60	.10	.60	.15	.85	.15	1.20
1½"	.10	.65	.10	.65	.15	.90	.15	1.25
1¾"	.10	.70	.10	.70	.15	.95	.20	1.30
2"	.10	.75	.10	.75	.15	1.00	.20	1.40
2¼"	...	...	.10	.80	.15	1.05	.20	1.45
2½"	...	...	.15	.85	.15	1.10	.25	1.50
3"	...	...	.15	.90	.20	1.20	.25	1.60
3½"	...	...	.15	1.00	.20	1.30	.30	1.80
4"	...	...	.15	1.15	.25	1.45	.30	2.00

Machine, Square Head and Nut—

Size—	¼-in. Doz.	100	5-16-in. Doz.	100	⅜-in. Doz.	100	7-16-in. Doz.	100
1-1½	.20	1.55	.25	1.80	.30	2.15	.45	3.35
2	.20	1.60	.30	1.90	.35	2.30	.50	3.40
2½	.25	1.70	.30	2.00	.35	2.45	.55	3.50
3	.25	1.75	.30	2.10	.40	2.60	.55	3.75
3½	.25	1.85	.35	2.25	.40	2.75	.60	3.95
4	.30	1.90	.35	2.35	.45	2.90	.65	4.20
4½	.35	2.40	.45	3.00	.55	3.70	.70	4.40
5	.35	2.50	.45	3.15	.60	3.90	.70	4.60
5½	.40	2.60	.50	3.25	.60	4.05	.75	4.85
6	.40	2.65	.50	3.40	.65	4.20	.80	5.05
6½	...	....	.55	3.50	.70	4.40	.80	5.30
7	...	....	.55	3.65	.70	4.60	.85	5.50
8	...	....	.60	3.90	.75	4.95	.90	5.95
9	...	....	...	....	.80	5.30	...	....
10	...	....	...	....	.85	5.65	...	....
11	...	....	...	....	.90	6.00	...	....
12	...	....	...	....	.95	6.35	...	....

Size—	½-inch. Doz.	100	⅝-inch. Doz.	100	¾-inch. Doz.	100
1-1½	.60	3.95	.90	5.70	1.25	8.45
2	.65	4.25	.95	6.15	1.35	9.10
2½	.70	4.55	1.00	6.55	1.45	9.70
3	.75	4.80	1.05	7.00	1.55	10.30
3½	.80	5.10	1.10	7.40	1.60	10.90
4	.85	5.40	1.15	7.80	1.70	11.50
4½	.90	5.70	1.20	8.25	1.80	12.10
5	.90	5.95	1.25	8.65	1.90	12.70
5½	.95	6.25	1.35	9.05	2.00	13.30
6	1.00	6.55	1.40	9.50	2.10	13.90
6½	1.05	6.80	1.50	9.90	2.15	14.50
7	1.10	7.10	1.55	10.30	2.25	15.15
8	1.15	7.70	1.65	11.15	2.45	16.35
9	1.20	8.25	1.80	12.00	2.55	17.55

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RETAIL SELLING PRICES—Continued.

BOLTS—Machine—Continued.

10	1.30	8.80	1.90	12.85	2.80	18.75
11	1.40	9.40	2.05	13.65	3.00	20.00
12	1.50	10.00	2.15	14.50	3.20	21.20
13	1.60	10.55	2.30	15.35	3.35	22.40
14	1.65	11.10	2.40	16.15	3.55	23.60
15	1.75	11.70	2.55	17.00	3.75	24.80
16	1.85	12.25	2.60	17.85	3.90	26.00

BOLTS—Barrel—

Wrought Steel, Japanned—

2½-inch	.10
3-inch	.15
4-inch	.20
5-inch	.25
6-inch	.25

Extra Heavy Wrought Steel, Japanned—

4-inch	.20
5-inch	.25
6-inch	.30
8-inch	.45

Wrought Steel, Ant. Copper

2½-inch	.20
3-inch	.25
4-inch	.30
5-inch	.30
6-inch	.35

Cast Iron, Japanned—

3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25
8-inch	.35

Chain—

Cast Iron, Japanned—

6-inch	.40
8-inch	.50
10-inch	.70

Cast Iron, Amber or Bronzed—

4-inch	.30
6-inch	.45
8-inch	.55

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.60
6-inch	.75
8-inch	.85

Cast Iron, Ant. Brass or Imt. Barff—

4-inch	.60
6-inch	.80
8-inch	.90

Cupboard, Japanned—

3-inch	.55
6-inch	.75
10-inch	1.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

Flush—Angle—All Finishes, Cast Bronze—

2-inch	.30
3-inch	.30
4-inch	.35
6-inch	.50

Lever—Cast Bronze, All Finishes—

3½-inch	.85
5-inch	1.05

T Head—Wrought Bronze, All Finishes—

3-inch	.25
4-inch	.30
5-inch	.35
6-inch	.45

Cast Bronze, All Finishes—

3-inch	.35
4-inch	.45
5-inch	.60

Foot—

Cast Iron, Japanned—

6-inch	.35
8-inch	.45
10-inch	.65

Amber or Bronzed—

6-inch	.40
8-inch	.50

Other Finishes—

4-inch	.60
6-inch	.70
8-inch	.80

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.50
6-inch	.75
10-inch	1.75

Cupboard, Copper or Bronze—

3-inch	.65
6-inch	.85

BOTTLES—Thermos—

11	2.50
11 Q	4.00
14½	2.50
14	2.75
14 Q	4.25
6½	3.50
6	3.75
6 Q	5.75
2	4.75
2 Q	7.00
8	4.75
8 Q	7.00
15½	3.25
15	3.50
15 Q	5.25
611	4.25
612	6.25
614	4.25
615	6.25
14½ F	1.60
14 F	1.85
14QF	3.00
600	3.75
601	4.25
603	4.25
602	6.25
600 F	1.85
601 F	2.10
602 F	3.25
556	8.25
557	8.50
556 F	3.60
557 F	4.75
590	.40
51	7.25
52	7.50
553	8.25
552	8.75
55	6.75
56	5.75
571	7.75
572	9.25
51	3.60
52 F	4.75
56 F	3.60

BOTTLES—Thermos—Cases—

104	5.00
104 Q	6.50
114	6.75
114Q	10.00
130	9.00
130 Q	11.00

Lunch Kits—

168	6.50
168½	6.25
396	4.25
400	4.00
401	5.50
402	4.25
404	5.00
405	3.75

BOXES—Mitre—

Goodell—	Each
285	19.00
305	20.00
306	22.00
Stanley—	9.50
50½	11.00
246	23.00
358	26.75
460	32.00
Acme—	
72	20.00
73	21.50
74	22.50
75	24.00
New Langdon Imp—	
72	19.50
73	20.50
74	23.00
75	24.00
Stearn's Perfection—	
20	3.75

BRACES—

P. S. & W. Braces—508, 95c each; 510, $1.05 each; 3308, $1.85 each.. 3310, $2.00 each; 3708, $2.40 each; 3710, $2.50 each.. 3712, $2.60 each; 4608, $3.00 each; 4610, $3.25 each; 4612, $3.50 each; 5008, $2.85 each; 5010, $4.10 each, 5012, $4.25 each; 5014, $4.50 each; 7008, $4.00 each; 7010, $4.15 each; 7012, $4.35 each; 8208, $5.25 each; 8210, $5.50 each; 8212, $5.75 each.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	$ .10	3x 4	$ .35
4x 5	.15	4x 5	.40
5x 7	.25	5x 7	.50
6x 8	.30	6x 8	.65
7x 9	.35	7x 9	.75
8x10	.40	8x10	.80
10x12	.50	10x12	1.00
12x14	.75	12x14	1.25

BRADS—Wire—

	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.30	.25	.15
¾ to 1⅛-inch	.25	.20	.15
1¼ to 2-inch	.20	.20	.15

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.10.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.00 each; No. 44, $3.25 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—Household—

No. or Brand	Each	No. or Brand	Each
0 Toy	$ .25	Pima	1.40
00 Toy	.35	Navajo	1.25
Aztec	.75	Warehouse	1.20
Cortez	.95	10	1.25
Verde	1.05	229	.65
Union	1.00	230	.90
Apache	1.05		

	Push or Street		
Bassine, 14-in.	1.25	Rattan, 6 rows, 12-in.	1.50
Bassine, 16-in.	1.35	Rattan, 6 rows, 14 in.	1.60
Steel Wire, 12-in.	1.00	Rattan, 6 rows, 16 in.	1.75
Steel Wire, 14 in.	1.15	Rattan, 8 rows, 14 in.	1.25
Steel Wire, 16-in.	1.35	Rattan, 4 rows, 14 in.	1.40
Steel Wire, 18-in.	2.00	Rattan, 16 in.	1.75

BRUSHES—

Casting—

Oblong	.60
Round	.80

Counter—

Dusting, com.	.85
Extra quality	1.10
White bristles	1.75

Floor—

Fibre, 12-inch	.90
Fibre, 14-inch	1.15
Fibre, 16-inch	1.30
Hair, 12-inch	1.50
Hair, 14-inch	1.70
Hair, 16-inch	2.00
Mixed, 12-inch	1.30
Mixed, 14-inch	1.45
Mixed, 16-inch	1.65
Bristles, 14-inch	4.00
Bristles, 16-inch	4.75
Bristles, 18-inch	6.00

Garage—

Fibre, 16-inch	2.00
Fibre, 18-inch	2.25

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	....	....	.65	....	.30
3-inch	....	1.40	.75	.55	.40
3½-inch	2.60	2.00	1.00	.75	.55
4-inch	3.25	2.50	1.45	1.00	.70
4½-inch	3.75	3.25	....	1.40	....

Roofing—Knotted—

3 knots 14-lb.	2.00
4 knots 18-lb.	2.25

Sash—Chisel Point—

½x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.30
1x2¼-in.	.40

Scrub—

Gray Tampico, 5-lb.	.20
Gray Tampico, 7-lb.	.25
Gray Tampico, 9-lb.	.30
Ox Fibre, 6-lb.	.25
Ox Fibre, 8-lb.	.35
Ox Fibre, 11-lb.	.40
White Tampico, 4-lb.	.20
White Tampico, 6-lb.	.25
White Tampico, 8-lb.	.30
White Tampico, 10-lb.	.35
White Tampico, 11-lb.	.40

Shoe—

Dauber, wood	.20
Fibre, 20-inch	2.50
Fibre, 24-inch	3.25

Gear—

Handles	.65
Hand or Nail	.10

Horse—

Rice-Root, 12½ lb.	.55
Rice-Root, 13 lb.	.95
Rice-Root, 13½ lb.	.90
Palmyra Fibre, 12½ lb.	.40
Palmyra Fibre, 13 lb.	.70
Mixed Fibre, 13 lb.	.65
Ox Fibre, 3½x9 in.	.85
Ox Fibre, 3½x10 in.	.50
Ox Fibre, 4¼x11½ in	.70

Kalsomine—

7-in., single	2.40
3x7½ in blocks	5.50

Marking—(Round)—

White bristles—

⅝-⅞ in.	.10
1-1¼ in.	.15
Dauber, iron	.30
Brush only, ⅞-in.	.35
Brush only 1¼-in.	.75
Combination	.35
Extra bristles	.50
Best 1¼-in. bristles	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shaving—Rubber set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	.90
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	2.75

Stencil—

1¼-in., 2½-lb.	.25
1¼-in., 3¾-lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

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RETAIL SELLING PRICES—Continued.

BRUSHES—Continued—

Window—

Gray fibre	.75
Black horsehair	.90
Pope's Eye	1.05
Squeegs, 10-in.	.30
Squeegs, 12-in.	.35
Squeegs, 14-in.	.40
Squeegs, 16-in.	.50

BUCKETS—

Common Galv.	Each
8	.45
10	.50
12	.60
14	.65
16	.80

Garbage Galv.	Each.
00	$1.60
02	1.85
03	2.25

Stock—	Each
14	$ .90
16	1.00
18	1.15
20	1.25

Well Galv.	Each
10 Qt.	.75
12 Qt.	.85

Wood—

Short ear	1.35
Strap ear	1.50

BUTTS—See Hinges.

CANS—Garbage—15, $3.25; 16, $4.25; 18, $4.75; 20, $5.25 Oil, Galv., size 1 gal., 60c each; size 2 gal., $1.00; 5-gal., with faucet, $1.75; 5-gal. with spout, $1.50.

CANT HOOKS—

	Maple Hdl.	Hickory Hdl.
2¼x4½	2.75	3.25
2½x4½	3.00	3.25

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CATCHES—Cupboard

No. or Brand	Each	No. or Brand	Each
024	$ .15	4112, SR, SHA, KF, E	.15
4002 R, EA, HA	.15	8002, EA, SHA, E	.85
4002, SR, SHA, KF, E	.15	9400, R, EA	.55
4112, R, EA, H, A	.15	9400, SHA, E	.60

Elbow

10	.05	15	.20
12	.10	18	.05

Forge

85 F	.05	12 F	.20
11 F	.10		

French Window

2103	.10	4102, SR, SHA, KF, E	.15
4102, R, EA, HA	.15		

Friction Cabinet

01820¼, EA	.15	01820¼, SHA, E	.20

Screen

21	.20	R 25	.30
J 25	.25	E 25	.30

Show Case

1	.20	24	.40

Transom

3278¼	$ .65	4442½, SH, KF, E	.35
4433, R, EA, KF	.30	4633, R, EA	.50
4433, SHA, E	.35	4633, SHA, KF, E	.60
4433½, R, EA, KF	.30	8433, EA	.75
4433½, SHA, E	.35	8433, E	.80
4433¾, R, EA	.30	8433½, EA	.75
4433¾, SHA, KF	.35	8433½, SHA, E	.80
4442, R, EA	.30	8442½ EA	.60
4442, SHA, KF, E	.35	8442½, SHA, E	.65
4442½, R, EA	.30		

CHAINS—Tire.

Tire-Rid-O-Skid

Size.	Pair
3 x28	3.50
3 x30	3.60
3 x32	3.70
3½x30	3.75
3½x32	3.95
3½x34	4.05
4 x31	4.15
4 x32	4.30
4 x33	4.40
4 x34	4.55
4 x35	4.65
4 x36	4.80
4½x34	4.75
4½x35	4.85
4½x36	5.20
4½x37	5.50
5 x37	6.50

Tire—Weeds'

Size.	Pair
3 x28	4.75
3 x30	5.85
3 x32	5.90
3½x30	5.90
3½x32	6.50
3½x34	7.25
4 x31	7.25
4 x32	7.25
4 x33	7.75
4 x34	8.25
4 x35	8.75
4 x36	8.75
4 x37	9.50
4½x32	8.25
4½x33	8.60
4½x34	8.75
4½x35	9.50
4½x36	9.50
4½x37	10.25
5 x35	10.75
5 x36	10.75
5 x37	11.50
5½x36	14.50
5½x37	15.25
5½x38	16.50

CHAIN—New German Straight Link (coil)—
6-0, 20c ft.; 5-0, 18c ft.; 4-0, 14c ft.; 3-0, 12c ft.; 2-0, 11c ft.; 0, 10c ft.; 1, 10c ft.; 2, 9c ft.
Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.
Passing Link (coil)—4-0, 18c ft.; 3-0, 12c ft.; 2-0, 11c ft.
Proof Straight Link (coil)—3-16 black, 30c lb.; ¼, 25c lb.; 5-16, 22c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 18c lb.; ⅝, 18c lb.; ¾, 18c lb.
Proof Twisted Link (coil)—3-16 black, 33c lb.; ¼, 28c lb.; 5-16, 24c lb.; ⅜, 23c lb.; 7-16, 22c lb.
B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 22c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.
Twisted Machine Coppered (coil)—4-0, 18c ft.; 3-0, 17c ft. 2-0, 16c ft.; 0, 15c ft.

Jack: Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 7½c; No. 14, 7½c; No. 12, 10c; No. 10, 10c; No. 8, 12½c; No. 6, 18c.
Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 18c; No. 113, 20c; No. 112, 25c; No. 110, 40c.
Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0, 20c yd.; 1-N1, 25c yd.; 2-N2, 30c yd.; 3, 35c yd.
Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.
Sash Chain Fasteners—12, 15c set; 100, 45c set.

CHALK—Carpenter's, per piece, 5c. School Crayon, small quantities, 1c each; dustless, 75c gross lots; common, 50c gross lots.

CHALK LINE—Yellow, 50-ft. hank, 20c; 100-ft. hank, 35c. Braided white, 20-ft. hanks, size 120, 10c each; 220, 10c; 320, 10c. 50-ft. balls, size 150. 20c each; 250, 20c each; 350, 20c each.

CHECKS—Door—All makes, Liquid Checks—A-11, $5.25; B 12, $7.00; C-13, $8.00; D-14, $10.00; E-15, $12.75. For hold open arm, add $1.00 each.

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	.85	1.15	.95	1.10
¼	.90	1.20	1.00	1.15
⅜	.95	1.25	1.05	1.20
½	1.00	1.30	1.10	1.25
⅝	1.05	1.35	1.15	1.30
¾	1.10	1.40	1.20	1.35
⅞	1.15	1.50	1.30	1.40
1	1.20	1.60	1.35	1.50
1¼	1.25	1.65	1.50	1.60
1½	1.35	1.75	1.60	1.85
1¾	1.50	1.85	1.75	2.00
2	1.65	2.00	1.90	2.25

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.65
1⅛	....	.75
1¼	1.10	.85
1⅜	....	1.00
1½	1.25	1.25
1¾	1.65	1.65
2	1.75	2.25

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
¼	.20	.35	.40	.40	.40
5-16	.20	.35	.45	.45	.45
⅜	.20	.35	.50	.50	.50
½	.25	.45	.55	.55	.65
⅝	.35	.50	.65	.65	.75
¾	.40	.65	.75	.75	.85
⅞	.65	.90	...	...	1.10
1	.75	1.00	...	...	1.35

CHOPPERS—Meat and Food—

Enterprise No.	Each.
5	$3.00
10	4.75
12	4.25
22	7.25
32	9.50
501	2.00
602	2.50
703	3.25

Universal	
0	$2.00
1	2.50
2	3.00
3	3.75

Russwin	
0 R	2.25
1 R	2.75
2 R	3.25
3 R	4.25

CHURNS—Barrel—Acme, No. 0, $7.50; 1, $8.50; 2, $9.25; 3, $10.50; 4, $13.50; 5, $15.00.
Improved Cylinder—No. 1, $5.00; 2, $6.00; 3, $7.00; 4, $8.00.
Sturges Steel—No. 1, $9.00; 2, $11.00; 3, $12.50.
Glass Family—Universal, No. 15, $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 40c each; 20, 65c; 30, 90c; 40, 1.15.
Dazey—Tin, No. 200, 2-ga., $4.75; 300, 3-gal., $6.00; 400, 4-gal., $7.25; 600, 6-gal., $9.50.
Dash—IX Tin, 2-gal., $2.00; 3-gal., $2.25; 4-gal., $2.50; 5-gal., $2.75; 6-gal., $3.00. Dash and handle, 20c extra.

CLAMPS—Carpenters', Stearn's—No. 101, $4.75 pair; 101½, $5.25; 102, $5.50; 303, $7.75; 304, $8.50; 305, $9.50; 306, $15.50; 308, $20.00.
Carriage Makers'—No. 12, plain, 50c each; 13, 60c; 14, 70c 15, 90c; 16, $1.10; 17, $1.45; 18, $1.75; 20, $2.40; 22, $2.65; 60 Adj, 75c; 61, $1.00; 62, $1.65; 63, $2.00; 64, $2.75; 65, $3.50.
Quilt Frame—No. 1, 10c each; 3, 15c; 32, 10c; 33, 15c.

CLEANERS—Window—

Rubber—				Wood Floor—	
10-inch	.30	16-inch	.50	14-inch	.60
12-inch	.40	18-inch	.60	16-inch	.75
14-inch	.45				

CLEVISES—Malleable, 22c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

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RETAIL SELLING PRICES—Continued.

CLIPPERS—Bolt—

New Easy—		Extra Cutters	
No. 0	3.50	No. 0	2.00
No. 1	4.50	No. 1	2.25
No. 2	6.25	No. 2	3.00
No. 3	8.00	No. 3	3.75

O. K.—

10-inch	1.50
14-inch	1.75

CLOCKS—(Alarm)—Ace, $3.75 each; America, $1.75; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $2.00; Iron Clad, $3.00; Lookout, $2.50; Prompter, $3.25; Simplex, $5.75; Sleepmeter 2, $3.00; Sleepmeter 3, $3.25; Startle, $3.00; Tattoo Jr., $4.25; Tattoo Int, $4.25.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, WIRE—

Hardware Galvanized Mesh.	Sq. ft.	Screen	Sq. ft.
1 inch	.16	12 M—Black	.04
¾ inch	.13	14 M—Black	.04½
⅝ inch	.13	16 M—Black	.05½
2 mesh	.09	14 M—Bronze	.15
3 mesh	.10	14 M—Galvanized	.05
4 mesh	.10	16 M—Galvanized	.05½
6 mesh	.10	14 M—Opal or Galv.	.05
8 mesh	.11	16 M—Opal or Galv.	.05½

COAL—Blacksmith—

Catch weight sacks, per 100 lbs	$2.50

COAL CHUTES—Hercules—

No. 1, 16x18	13.00	No. 5, 20x24	17.50
No. 2, 18x20	15.00	No. 6, 16x18	14.50
No. 3, 20x24	20.00	No. 7, 20x24	17.50
No. 4, 16x18	11.00	No. 8, 18x24	28.00

COCKS—

No.		Each	No.		Each
Ball 660—	½-inch	1.15	Floats 395—	5-inch	.80
	⅝-inch	1.40		6-inch	1.10
	¾-inch	1.75		7-inch	1.50
	1 -inch	2.85		8-inch	2.50
	1¼-inch	4.50		10-inch	4.75
1285	½-inch	2.25	Gas Hose —	⅜-inch	.30
	⅝-inch	2.50		½-inch	.35
	¾-inch	3.00		¾-inch	.50
	1 -inch	4.50			
	1¼-inch	7.00			

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.80	.85	.95	1.10	1.85	2.90	4.00	7.00

COPPER—Sheet, 65c lb.; Bars, round, 60c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickle Plated—

Tea Kettles—	Each
37— 8½-inch	2.65
38— 9½-inch	2.85
39—10½-inch	3.10
Coffee Pots—	
1153—3 pints	2.50
1154—4 pints	2.75
1155—5 pints	3.00
1156—6 pints	3.25
Tea Pots—	
1102—2 pints	2.25
1103—3 pints	2.50
1104—4 pints	2.75
1105—5 pints	3.00

COPPERS, SOLDERING—Family—

1	1.65
2	1.50
Tinners—	
½ pound, per pair	.30
1 pound, per pair	.50
1½ pound, per pair	.70
2 Pound, per pair	.85
3 to 14 pounds	.80

CORD, SASH—Samson Spot (Hanks)—Common $1.15 per lb.; Silver Lake, $1.50 per lb.; No. 6 S, $2.50 hank; 7 S, $3.35; 8 S, 8SC, $4.00; 10 S, 10 SC, $6.50; 12 S, 12SC, $9.00; WP 12 SC (coils), $1.75 lb.

Phoenix (coils only)—No. 6 C, $1.25 lb; 7 C, $1.25; 8 C, $1.25; 10 C, $1.25; 12 C, $1.25; 14 C, 16 C, WP 8 C, $1.25; WP 8 C, $1.30.

CORD, TINNED PICTURE—

No. 0, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.

COTTERS—Hammer Lock or Regular Spring.

Length	1-16, 5-64, 3-32 in. 100	1000	⅛ in. 100	1000	5-32 in. 100	1000
½-inch	$ .20	$1.25	$ .30	$2.00	$ .35	$2.40
¾-inch	.25	1.40	.30	2.00	.40	3.00
1 -inch	.25	1.65	.35	2.25	.45	3.25
1¼-inch	.25	1.80	.40	2.55	.50	3.50
1½-inch	.30	2.05	.45	2.85	.60	4.00
2 -inch	.35	2.50	.50	3.40	.70	4.75

Length	3-16 in.		¼ in.		5-16 in.	
½-inch	$ .50	$3.75				
1 -inch	.60	4.25	$1.00	$6.75	$1.75	$11.00
1¼-inch	.70	5.00	1.10	8.00	2.00	14.50
1½-inch	.80	5.50	1.25	9.00	2.00	14.50
1¾-inch	.90	6.00	1.50	10.00	2.25	16.00
2 -inch	1.00	6.75	1.75	11.50	2.50	17.50
2½-inch	1.10	7.75	2.00	14.00	3.00	20.00

CRAYON—Lumber, 10c; Soapstone, 5c.

CUTTERS—Pipe—Barnes, No. 1, $3.40 each; 2, $4.50; 3, $7.50; 4, $15.00; 5, $22.50; 6, $30.

Saunders—No. 1, $2.55 each; 2, $3.85; 3, $9.85; 4, $15.80.

Trimo—No. 1, $3.40 each; 2, $4.50; 3, $7.50.

DAMPERS—Stove Pipe—No. 3, 15c each; 4, 20c; 5, 20c; 6, 25c; 7, 35c; 8, 50c; 9, 65c; 10, 75c.

DIVIDERS—Wing, No. 1 and 2, 6-inch, 65c pair; 7-inch, 75c; 8-inch, 85c; 10-inch, $1.15. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.

Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOLLIES—Timber—

No. 649, 6-inch .....$9.00 No. 650, 8-inch $12.50

DOORS—Ash Pit—

8x8	1.60	10x12	2.35
8x10	1.75	12x15	4.50

ASH TRAPS—Common, 7x9, 70c; Adams Double, 80c.

DOORS—Screen, Black—

Common, ⅞-inch, 2-6x6-6	2.50
Common, ⅞-inch, 2-8x6-8	2.65
Common, 1⅛-inch, 2-6x6-6	2.85
Common, 1⅛-inch, 2-6x6-8	3.00
Common, 1⅛-inch, 2-10x6-10	3.25
Common, 1⅛-inch, 3x7	3.50

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each.	No.	Each.
8	7.00	87	11.50
8½	9.00	97	12.00
9	11.00	118	7.25
9½	13.50	Yankee—Millers Falls, Hand	
10	20.00	1	3.25
490½	18.50	2	4.75
492½	35.00	2B	4.00
Goodell-Pratt Breast Drills—		3A	3.25
6	5.50	5	3.75
07	5.00	(Standing)—	
245	5.00	98	5.50
279	12.00	105	3.25
Millers Falls (Breast)—		806	4.25
12	6.50	848	8.00
12A	6.25	1980	5.75

Drill Presses—Millers Falls

20	10.00	23	6.85
21	14.00	210	13.75
22	4.00		

Hand Drills—Goodell-Pratt—

4	2.80	445	4.35
4½	2.50	455	5.00
5½	5.00	545	7.50
5½B	5.00	550	6.75
49	2.00	555	9.00
52	2.75	1430	3.00
53	3.80	1445	4.75
54	3.65	1455	5.00
154	5.00	1530	4.50
259	6.00	1540	6.60
329	3.10	1545	8.50
385	7.25	1550	8.00
379	3.30	1555	9.00

Chain Drills—Goodell-Pratt

307	4.50	318	6.60
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	2.65	44	3.00
42	2.00	50	3.75

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	.95	305	.50
301	.95		

Yankee Drill Points

Set of 8, 85c; each 10c.

Bits, Wood (Syracuse Pattern)

C 114 A, S 109 A—		C 114 A, S 109 A—	
2	.20	12	.45
3	.20	13	.50
4	.20	14	.50
5	.25	15	.55
6	.25	16	.60
7	.30	17	.65
8	.35	18	.70
9	.40	19	.75
10	.40	20	.80
11	.45	24	1.00

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RETAIL SELLING PRICES—Continued.

DRILLS—Continued—

Bit Stock

C 114, M 109 or M 309, and S 108—		C 114, M 109 or M 390, and S 108—	
1-16	.15	15-32	.80
3-32	.20	½	.90
⅛	.23	17-32	1.00
5-32	.25	9-16	1.10
3-16	.30	19-32	1.20
7-32	.35	⅝	1.30
¼	.40	11-16	1.40
9-32	.45	¾	1.60
5-16	.55	13-16	1.80
11-32	.60	⅞	2.00
⅜	.65	15-16	2.20
13-32	.70	1	2.40
7-16	.75		

Straight Shank Jobbers

C 108, M 105 or M 330, S 105—		C 108, M 105 or M 330, S 105—	
1-32	.10	7-32	.20
3-64	.10	15-64	.25
1-16	.15	¼	.25
5-64	.15	9-32	30
3-32	.15	5-16	.35
7-64	.15	11-32	.40
⅛	.15	⅜	.45
9-64	.15	13-32	.50
5-32	.15	7-16	.60
11-64	.20	15-32	.70
3-16	.20	½	.80
13-64	.20		

Straight Shank, Wire Gauge

C 108 A, M 107 or M 340, S 107—		C 108 A, M or 107 or M 340, S 107—	
1 to 5	.25	36 to 40	.16
6 to 10	.22	41 to 45	.16
11 to 15	.20	46 to 50	.15
16 to 20	.18	51 to 55	.15
21 to 25	.17	56 to 60	.15
26 to 30	.16	61 to 80	.10
31 to 35	.16		

ELECTRICAL SUNDRIES—	Each
Attachment Plugs, No. 903, Benjamin	.25
No. 500, Bryant	.20
Bells, 2½-inch Eclipse, Iron Box	.75
3-inch Eclipse, Iron Box	.85
Buzzers, Iron Box	.75
Watch Case	.75
	Pair
Cleats, 2 and 3 wire, unglazed	.06
	Each
Clusters, No. 92, Benjamin, 2-light	1.15
No. 93, Benjamin, 3-light	1.50
No. 94, Benjamin, 4-light	1.75
Porcelain Rings for Clusters	.10
	Foot
Cord, No. 18, Green and Yellow Twisted Lamp	.05
No. 18, Heater, Twisted	.08
	Each
Fuses, 6, 10, 15, 20, 25, 30 amp	.10
Globes, 6x3¼, R. I. Ball	.60
8x3¼ or 4, Ball	1.25
Knobs, No. 5½, solid	.03½
No. 5½, split	.04½
Lamp Guards, Style A—16 C. P	.30
Style H—16 C. P	.35
Style H—32 C. P	.45
Loxon, 40 watt (guard only)	.65
Loxon, 60 watt (guard only)	.70
Key for Loxon Guards	.10
	Foot
Loom, 7-32 (250 feet in coil)	.08
¼ (250 feet in coil)	.09
	Each
Receptacles, No. 226, Porcelain Cleat	.25
No. 195, Freeman Key, brass	.65
No. 188, Freeman Key, brass	.75
Rosettes, No. 319, Cleat	.15
No. 333, Concealed	.25
Switches, No. 400, Common Snap	.45
No. 403, Indicating Snap	.50
No. 459, 3-way Snap	.85
No. 4401, Single Pole Push	.60
No. 4403, 3-way Push	.75
No. 707, Single Pole, 1-way Baby Knife	.35
No. 708, Single Pole, 2-way Baby Knife	.60
No. 709, Double Pole, 1-way Baby Knife	.65
No. 710, Double Pole, 2-way Baby Knife	.80
Sockets, ⅛-inch and Pendant Cap Key BB	.45
Pull Chain	.85
Shades, 8-inch Cardboard	.55
10-inch Cardboard	.60
8-inch Flat Porcelain	.50
10-inch Flat Porcelain	.75
Shade Holders, 2¼-inch P. & A., BB	.15
3¼-inch P. & A., BB	.25
Tubes, Porcelain, 5-16x3	.02½
5-16x4	.04½
5-16x5	.06
5-16x6	.07
	Lb.
Tape, Durafix Friction, ½-lb. rolls	.80
Sticktite Friction, ½-lb. rolls	.80
Paraweld Rubber, ½-lb. rolls	.80
	Foot
Wire, No. 10, S. B. Solid R. C	.05
No. 12, S. B., Solid R. C	.03
No. 14, S. B., Solid R. C	.02½
	Lb.
No. 18, Single Bell	.90
No. 20, Twisted Bell	.90
	100 Feet
No. 18, Black R. C. Fixture	1.00

ELBOWS—Conductor—

Pl. Rd.		Rd. Adj.	
2-inch	.35	1⅛-inch	.25
3-inch	.50	2-inch	.20
4-inch	.60	3-inch	.25
Corrugated—Conductor		Shoes	
2-inch	$ .25	2-inch	$ .25
3-inch	.30	3-inch	.30
4-inch	.45	4-inch	.45
5-inch	.90	5-inch	.90

EMERY—Grain—

No. 60, per lb	$ .25	Flour Emery—	
No. 70, per lb	.25	Per lb	.25
No. 80, per lb	.25	Stones—(See Stones)	
No. 90, per lb	.25	Cloth—(See Cloth)	
No. 100, per lb	.25	Wheels—(See Wheels)	
No. 120, per lb	.25		

FASTENERS, Casement (Bronze)—No. 722, all finishes, 45c each; 724, 45c; 732, 45c; 734, 45c; 2061, $1.60; 02162 EA, SHA, E, 65c; 02162 F, 55c; 02163 EA, E, 75c; 2164 EA, SHA, $1.00; 2164 E, $1.00.
Steel—No. 622 R, EA, 20c each; 622 KF, SHA, SHB, SR, E, 25c; 624 R, EA, 20c; 624 KF, SHA, SHB, SR, E, 25c; 632 R, EA, 20c; 632 KF, SHA, SHB, SR, E, 25c; 634, R, EA, 20c; 634 KF, SHA, SHB, SR, E, 25c; 3163 R, EA, 40c; 03163 E, 45c; 3164, EA, 40c; 3164 SHA, E. & F., 45c.

FASTENERS, Sash (Bronze)—No. 582 EA, 35c each; 582 SHA, SHB, E, 40c; 815 EA, 30c; 815 SHA, E, 35c; 1831½ EA, SHA, E, 80c.
Cast Iron and Steel—No. 324, 15c; 324 R, EA, 15c; 324 E, 15c; 500 R, EA, 15c; 500 KF, E, 15c; 542 R, EA, 10c; 542, SR, SHA, KF, E, 10c; 542, SHB, 10c; 800 R, EA, 10c; 800 SHA, KF, E, 10c; 1831½ F, 50c; 33131 R, EA, 20c; 33131 KF, SHA, E, 25c.

FAUCETS—Cork Lined—
7-inch each $ .15
8-inch, each $ .20
9-inch, each .25

FELT—Deadening. Size Roll, ¾-lb., $3.25; 1-lb., $4.00; 1½-lb., $6.00. Tarred, 250-ft. roll, $1.65 each; 500-ft. roll, $3.25 each.

FIBRE WARE—

Funnels—

No.	Each
02F	1.25
04F	1.60

Keelers—

7F	1.50
11F	1.75
16F	2.25
21F	3.00

Lunch Boxes—

100	.25
200	.30
300	.35
350	.40

Measures—

No.	Each
1F	1.50
2F	2.00
4F	2.25
8F	2.75

Pails—

12F	1.50

Spittoons—

17F	2.00
18F	2.75
19F	2.75

Tubs—

38F	4.00
50F	4.65
60F	5.25
80F	6.75

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	.80	.20	⅛ inch	$2.50	$ .20
3-16 inch	1.10	.20	3-16 inch	3.50	.20
¼ inch	1.40	.25	¼ inch	4.25	.25
5-16 inch	2.25	.45	5-16 inch	6.50	.45
⅜ inch	3.00	.60	⅜ inch	9.00	.60
½ inch	5.50	.80	½ inch	16.50	.80
⅝ inch	17.50	...			
¾ inch	27.50	...			

FILES—Band saw, slim, 4 inches long, 20c each; 5, 25c; 6, 30c; 8, 40c; 10, 65c. Knife, bastard, 4, 35c; 5, 40c; 6, 45c; 8, 55c; 10, 65c. Regular Taper, 3-3½, 15c; 4, 15c; 4½, 15c; 5, 20c; 5½, 20c; 6, 25c; 8, 35c; 10, 55c. Slim Taper, 3-3½, 15c; 4, 15c; 4½, 15c; 5, 20c; 5½, 20c; 6, 25c; 8, 30c; 10, 40c. Warding, bastard, 4, 25c; 5, 30c; 6, 30c; 8, 40c. Flat, bastard, 3-4, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 45c; 12, 60c; 14, 85c; 16, $1.10. Half Round, bastard, 3-4, 30c; 5, 35c; 6, 40c; 8, 45c; 10, 60c; 12, 75c; 14, $1.00; 16, $1.30. Mill Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 90c. Round Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 90c. Square Bastard, 3-4, 25c; 5, 30c; 6, 30c; 8, 35c; 10, 45c; 12, 70c; 14, 90c; 16, $1.15.

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75. Am. Heavy: 17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

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RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Eveready Daylos—

Tubular Nos.	2602	2604	2612	2616	2619	2627	2628
Complete ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.35	$1.10
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	.85	.75
Tubular Nos.	2630	2631	2632	2633	2634	2638	2659
Complete, ea.	$1.55	$1.85	$2.25	$2.75	$2.35	$3.10	$3.25
Case & Bulb, ea.	1.05	1.50	1.75	2.25	2.00	2.75	2.75
Pocket Nos.	6954	6961	6962	6971	6972	6991	6992
Complete, ea.	$1.25	$1.00	$1.25	$1.00	$1.25	$1.25	$1.50
Case & Bulb, ea.	.95	.70	.85	.70	.85	.95	1.10
Tubular Battery Nos.				705	706	790	791
Battery only, each				$ .50	$ .25	$ .35	$ .30
Pocket Battery Nos.		700	703	750	751	792	793
Battery only, each		$ .30	$ .40	$ .30	$ .40	$ .30	$ .45

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Bulb ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.85	$2.55	$2.25	$2.45	$2.75
Case & Bulb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	1.00	1.25	1.25	1.35	1.50	1.65	1.90
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Chain Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each....$1.00 $1.10 Battery only, each..$ .25
Case and Bulb, each .75 .85
Battery only,

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $15.00; No. 151 Chicago, $17.50

FREEZERS— Arctic

Qts.	Each.	Qts.	Each.
1	3.35	3	6.00
2	4.00	4	7.00
3	4.60	6	9.00
4	5.70	8	11.50
6	7.25	10	14.75
8	9.35	12	18.75
White Mountain		15	22.25
1	4.00	20	29.00
2	5.00	25	37.00

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.75; 14-in., $1.85; 16-in., $2.00.

GARBAGE CANS—(See Cans)

GATES—Molasses and Oil—
Perfection—½-inch, 75c each; ¾-inch, 85c; 1-inch, $1.00; 1¼-inch, $1.25; 1½-inch, $1.50; 2-inch, $2.00.
Stebbin's Pattern—1-inch, 35c each; 1⅛-inch, 40c; 1⅜-inch, 45c; 1⅝-inch, 50c; 1 13-16 inch, 60c.

GAUGES—Butt—

No. 93	1.50	No. 77	1.25
No. 94	1.75	No. 71	.85
No. 95	1.65	No. 90	.65
No. 95½	1.25	No. 91	1.25
Marking		No. 92	1.85
No. 61	.15	No. 97	.85
No. 64	.40	No. 98	1.50
No. 65	.75		

Lock Fast—½-inch, $1.15 each; ¾-inch, $1.35; 1-inch, $1.50; 1¼-inch, $1.85; 1½-inch, $2.25.
Enterprise, Self Measuring—No. 61, Faucet, $6.00; 97, Pump, $14.50.
Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I C, $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—

3B Grade—	Large Lots	Small Lots
Single Strength	70%	65%
Double Strength	70%	65%
Extras for Putting In Glass—		Per light
First 3 Brackets		.50
Second 3 Brackets		.75
Third 3 Brackets		1.00
Larger Lights		75c per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	$ .50	1¾	$ .10
2	.60	2	.10
2½	.65	2½	.15
3	.70	3	.15
3½	.75	3½	.20

GLASSES, GAUGE— Standard.

	3/16	½ & 5/8	¾	Extra Heavy ½ & 5/8	Extra Heavy ¾
6	.25	...	...	...	....
8	.25	...	...	...	....
10	.25	.25	.30	.55	.75
12	.25	.30	.35	.60	.90
14	...	.35	.45	.70	1.05
16	...	.40	.50	.85	1.25
18	...	.45	.55	.95	1.35
20	...	.65	.80	...	....
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Pony, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 50c.
Railroad—No. 39 Clear, 20c each; 39 Green or Red, 30c.
Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 20c each.

GLUE—Dry—

No. or Brand	Lb.
AAA	.55
B	.60
CX	.40
D	.30
GX	.55
LXX	.65

Imperial Liquid—

Size	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	½ Gal.
List, Doz.	1.06	1.80	2.80	4.50	7.00	11.25	21.00
Sug. Ret., Ea.	10	.20	.25	.40	.65	1.00	1.75

Le Page's Liquid—

Size	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, Doz.	1.60	1.65	1.80	2.80	4.50	7.00	11.25
Sug. Ret., Ea.	.15	.15	.20	.25	.40	.65	1.00

GOUGES—Bucks, Firmer—

Size, inches	¼	3/8	½	5/8	¾	7/8
List, Doz.	7.75	8.25	8.75	9.30	10.10	11.10
Sug. Ret., Ea.	1.00	1.10	1.20	1.25	1.35	1.50
Size, inches		1	1¼	1½	1¾	2
List, Doz.		11.65	13.05	14.50	16.00	17.95
Sug. Ret., Ea.		1.60	1.75	2.00	2.25	2.50

Bucks, Turning—

Size, inches	¼	3/8	½	5/8	¾	7/8
List, Doz.	4.45	4.80	5.30	5.65	6.45	7.20
Sug. Ret., Ea.	.60	.65	.75	.80	.90	1.00
Size, inches		1	1¼	1½	1¾	2
List, Doz.		8.05	10.15	12.95	15.05	18.25
Sug. Ret., Ea.		1.15	1.40	1.75	2.00	2.50

P. S. & W. Firmer—

160— ¼ inch	1.10	1 inch	1.45
3/8 inch	1.15	1¼ inch	1.55
½ inch	1.20	1½ inch	1.75
5/8 inch	1.25	1¾ inch	1.95
¾ inch	1.30	2 inch	2.25
7/8 inch	1.40		

GALVANIZED WARE—

Boilers, Coffee

No.	Each
801½	.90
802	1.10
803	1.35
804	1.90
806	2.15
808	2.60
810	3.00
812	3.40

Boilers, Wash

407 A	2.00
408 A	2.45
409 A	2.65

Bowls, Wash

70	.25
80	.35

Buckets, Fire

112	.75
114	.85
314	.95

Buckets, Well

101	.85
121	.95
141	1.05

Cans, Ash

2½	4.80
3	5.75
4	6.75
5	7.75

Cans
Garbage, Smooth or Corrugated

145 (16)	6.75
200, 2	1.00
300, 3	1.35
400, 4	1.65
500, 5	1.90
600, 6	2.25
700, 7	2.75
800 (80)	6.25
900 (90)	7.25

Gasoline Cans

1 P & B	3.00
110	.65
255	2.00
605	2.00

Oil Cans

01	.55
02	.90
25	2.00
105	1.65
205	1.85

Dippers

210	.25

Coal Hods

616	1.00
617	1.10

Camp Kettles

1 Gallon	.40
1½ Gallon	.55
2 Gallon	.70
3 Gallon	.90
4 Gallon	1.05

Cement Pails

140	2.00
1140	2.50

Chamber Pails

410	1.10
412	1.20

Stock Pails

12 S	.80
14 S	.90
16 S	1.00
18 S	1.10
20 S	1.25

Water Pails

8	.50
10	.55
12	.60
14	.70
16	.80
320	1.05

Refrigerator Pans

1	.65
2	.75
3	.85

Watering Pots, or Sprinklers

514	.90
516	1.00
518	1.25
520	1.50
522	1.75
526	2.00

Foot Tubs

50	.75
51	.85
52	.95
53	1.15
54	1.50

Wash Tubs

0	1.25
1	1.50
2	1.75
3	2.00
10	2.25
20	2.50
30	2.85
410 S	2.25
420 S	2.50
430 S	2.85

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RETAIL SELLING PRICES—Continued.

GRATES—

Air Tight Heater—

3 H	16 in.	1.75
4 H	18 in.	2.00
5 H	20 in.	2.25

Basket Fire Place—

1572	20 in.	7.75
	24 in.	8.75
	27 in.	10.00
1573	20 in.	8.00
	24 in.	8.75
	27 in.	10.00
1574	16-in. Low Back	6.75
	18 in. Low Back	7.00
	20 in. Low Back	7.25
	22 in. Low Back	7.50
	24 in. Low Back	8.25
	27 in. Low Back	9.00

GRAPHITE—Flake, per lb., 75c.

GRINDSTONES—Family, No. 020 7-inch, $2.50 each; 8-inch, $2.75; 10-inch, $3.25; 12-inch, $3.75. Loose, 15 to 40 lbs., $6.00 cwt.; 40 to 200 lbs., $5.50; over 200, $6.00. Mounted, No. 710, 1-inch, $8.50 each; 2, $9.50; 3, $10.00; 04, $10.50; 05, $9.50; 015, $17.50; 025, $11.50. Fixtures, 15-inch, $1.10 set; 17, $1.40; 19, $1.65.

HACKSAWS—

Lenox, Power. Lght.	Wdth.	Lt.	Heavy.
8"	9-16	.90	....
10"	⅝	1.15	....
10"	¾	1.35	1.95
10"	1	....	2.45
12"	⅝	1.85	....
12"	¾	1.60	2.35
12"	1	2.30	2.95
14"	⅝	1.70	....
14"	¾	1.90	2.75
14"	1	2.65	3.50
16"	¾	2.15	3.15
16"	1	3.05	3.90
17"	¾	2.30	....
17"	1	3.25	4.15

Hand, Star and Lenox

Length.	Each	Doz.
8-inch	.10	.75
9-inch	.10	.85
10-inch	.10	1.00
11-inch	.10	1.10
12-inch	.15	1.20

Hand, Victor

8-inch	.10	.85
9-inch	.10	.95
10-inch	.15	1.10
12-inch	.15	1.25

HAMMERS—Maydole Carpenters' Nail—No. 1, $1.45 each; 1½, $1.35; 2, $1.20; 3, $1.15; 11, $1.45; 11½, $1.35; 12, $1.20; 12½, $1.15; 13, $1.10; 14, $1.00; 200, $1.90; 611½ $2.00; 710, $1.80; 711, $1.60; 711½, $1.50; 712, $1.35; 811½, $1.65. Maydole Brad—No. 926, 95c each; 927, 90c. Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50 each. Maydole Machinist Ball Pein—No. 375, $1.90 each; 376, $1.80; 377, $1.70; 378, $1.60; 379, $1.50; 770, $2.00; 770½, $1.75; 771, $1.60; 772, $1.45; 773, $1.30; 774, $1.20; 775, $1.10; 776, $1.00; 777, 95c; 778, 90c.

HAMMERS—V & B Vanadium, No. 41½, $2.00 each; Nail Hammers, No. 11½, $1.50; Ball Pein, No. 2, $1.25.

HANDLES—Adze, No. 320, House, 90c each; 321, Ship, 90c. each.
Auger—No. 1, $1.00 each; 2, $1.00 each; 3, $1.35 each; 4, $4.50 each; 5, $3.00 each.
Axe, Broad—No. 315, 85c each.
Axe, Double Bit—No. 312, 75c each.
Axe—Single Bit—No. 101, 90c each; 102, 90c; 103, 80c; 201, 65c; 302, 75c; 401, 50c; 502, 65c; 602, 50c; 505 Freighters, 60c; 506 Boys', 50c; 507 Boy Scout, 15c; 00 Hunters, 20c; 1 Hunters, 20c.
Chisel, No. 22, 10c each; 98, 25c each; 95, 15c each; 608, 15c each; 616, 15c each; 617, 15c each; 620, 10c each; 621, 10c each.
Drawer, No. 2, all finishes, .65 each; 2½, 60c each; 7, 30c each; 11, 25c each; 01000, 30c each; 01007, 35c each; 01013, 35c each; 9854, 30c each.
File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55 (5), 20c each.
Hammer:
Adze Eye No. 11, 25c each; 13, 25c each; 15, 20c each; 19, 20c each; 111L, 15c each; 115L, 15c each; 124L, 15c each. Farriers No. 28, 20c each.
Machinist No. 25, 14-inch, 20c; 16-inch, 20c; 18-inch, 25c; 20-in., 25c. Machinist No. 29, 16-in., 20c; 18-in., 25c. Machinist No. 33, 18-inch, 25c. Machinist No. 125, 14-inch, 15c; 16-inch, 15c; 18-inch, 15c. Riveting No. 21, 12 and 13 inch, 20c each.
Hatchet, Box No. 43, 13½-inch, 20c each; Broad No. 89 16-inch, 25c each; Broad No. 39, 18-inch, 30c each; Broad No. 40, 16-inch, 25c each; Broad No. 40, 18-inch, 25c each; Claw No. 37, 14-inch, 20c each; Claw No. 137L, 14-inch, 20c each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 13-inch, 20c each; Shingling No. 35, 14-inch, 25c each.
Hoe, OXR, 4½, 35c each; XR, 4½, 35c each; XRM, 5½, 55c each; XRM, 6, 75c each; XRMC, 6, 75c each; XG, 4½, 55c each; XMH, 4½, 60c each; XMH, 5, 65c each; XP, 51¾, 55c each; XP, 52, 65c each; XP, 52½, 65c each. XP, 52¼ 75c each; 530, Grub, 70c each.
Maul, No. 385, 75c each; 386, 75c each.
Mop, No. 7, 30c each; 30, 50c each.
Pick, No. 327, Drifting, 85c each; 427, Drifting, 50c each; 527, Drifting, 60c each; 627, Drifting, 50c each; 325, Surface, $1.00 each; 425, Surface, 50c each; 525, Surface, 75c each; 625 Surface, 60c each.
Rake, XR, 5½, 50c each; XR, 6, 60c each.

HATCHETS—Box, No. USD 2, Underhill's, $2.75 each; 3010, Plumb's, $2.50; 3011, Plumb's, $2.75; 3005, Plumb's, $2.00. Broad, No. TB 1, Plumb's, $2.00 ea.; TB 2, Plumb's, $2.10; TB 3, Plumb's, $2.25; TB 4, Plumb's, $2.50; TB 5, Plumb's, $2.75; PTB 1, Philadelphia, $1.75; PTB 2, Philadelphia, $1.85; PTB 3, Philadelphia, $2.00; PTB 4, Philadelphia, $2.25; PTB 5, Philadelphia, $2.50; 640, Plumb's, $2.00; 641, Plumb's, $2.25; 642 Plumb's, $2.50; 643, Plumb's, $2.75; 644, Plumb's, $3.10; 2991, Plumb's, $2.00; 2992, Plumb's, $2.25; 2993, Plumb's, $2.50; 2994, Plumb's, $2.75; 2995, Plumb's, $3.10; 2996, Plumb's, $3.40.
Claw, No. TC 1, Plumb's, $1.75 each; TC 2, Plumb's, $2.00; TC 3, Plumb's, $2.10; PTC 1, Philadelphia, $1.35; PTC 2, Philadelphia, $1.50; PTC 3, Philadelphia, $1.65; 93, All Steel $1.00; 610, Plumb's, $1.50; 611, Plumb's, $1.65; 612, Plumb's, $1.85; 2971, Plumb's, $1.65; 2972, Plumb's, $1.75; 2973, Plumb's, $1.85.
Derrick, 582, Plumb's, $2.50 each.
Flooring, 2985, Plumb's, $2.25 each; 2986, Plumb's, $2.40; 2987, Plumb's, $2.60.
Half, No. TH 1, Plumb's, $1.75 each; TH 2, Plumb's, $2.00; TH 3, Plumb's, $2.00; 600, Plumb's, $1.50; 601, Plumb's, $1.75; 602, Plumb's, $1.85; 2961, Plumb's, $1.60; 2963, Plumb's, $1.80.
Lathing, No. TL 1, Plumb's, $1.65 each; TL 2, Plumb's, $1.75; 100, Underhill's, $2.50; 110 Underhill's, $2.75; 545, Plumb's, $2.15; 620, Plumb's, $1.65; 621, Plumb's, $1.75; 1960 Plumb's, $2.15; 1961, Plumb's, $2.85; 1962, Plumb's, $3.00; 2980, Plumb's, $1.75; 2981, Plumb's, $1.85; 2982, Plumb's, $2.00.
Shingling, No. PTS 1, Philadelphia, $1.35 each; PTS 2, Philadelphia, $1.40; PTS 3, Philadelphia, $1.50; TS 1, Plumb's, $1.75; TS 2, Plumb's, $1.85; TS 3, Plumb's, $1.85; 90, All Steel, 70c; 565, Plumb's, $2.40; 591, Plumb's, $1.50; 592, Plumb's, $1.65; 593, Plumb's, $1.75; 2951, Plumb's, $1.50; 2952, Plumb's, $1.65; 2953, Plumb's, $1.75, Warehouse, No. 650 W, Plumb's, $2.00 each.

HEADS (MOP)—Cotton, No. 9, 40c each; 12, 55c; 15, 70c; 18, 80c.
Linen, No. 012, 60c each; 015, 75c; 18, 90c; 020, $1.00.

HINGES AND BUTTS (Screws included—
Hinges—

No. 900 Lt. Strap Hinges.

	Pr.	Dz. Pr.
3-inch	.10	.80
4-inch	.15	1.20
5-inch	.20	1.80
6-inch	.25	2.25

No. 935 Cor. Strap Hinges

	Pr.	Dz. Pr.
4-inch	.25	2.10
5-inch	.30	2.80
6-inch	.35	3.20
8-inch	.50	4.35
10-inch	.80	9.00
12-inch	1.10	12.00

No. 904 Lt. Tee Hinges.

	Pr.	Dz. Pr.
3-inch	.10	.80
4-inch	.15	.75
5-inch	.15	1.10
6-inch	.20	1.50

No. 937 Cor. Tee Hinges.

	Pr.	Dz. Pr.
4-inch	.30	2.60
5-inch	.35	2.85
6-inch	.40	3.60
8-inch	.60	4.95
10-inch	.85	8.50
12-inch	1.30	13.50

BUTTS—

Butts—No. 838.

	Pr.	Dz. Pr.
¾-inch	.10	.70
1-inch	.10	.80
1¼-inch	.10	.85
1½-inch	.10	.95
1¾-inch	.10	.95
2-inch	.15	1.05
2¼-inch	.15	1.30
2½-inch	.20	1.45
2¾-inch	.20	1.65
3-inch	.20	1.95
3½-inch	.25	2.25

No. 840

1½-inch	.15	1.25
1¾-inch	.15	1.45
2-inch	.15	1.50
2¼-inch	.20	1.70
2½-inch	.20	1.80
2¾-inch	.20	1.90
3-inch	.25	2.15

No. 733

2½x2½-in.	.35	.40
3x3-in.	.40	.45
3½x3½-in.	.40	.50
4x4-in.	.45	.55
4½x4½-in.	.70	.80
5x5-in.	.90	1.00
5½x5½-in.	1.15	1.35
6x6-in.	1.25	1.50

No. 731½

2½x2½-in.	.30	.35
3x3-in.	.35	.40
3½x3½-in.	.35	.45
4x4-in.	.40	.50
4½x4½-in.	.55	.70
5x5-in.	.80	.90
5½x5½-in.	1.15	1.25

No. 241 F&D2

2½x2½-in.	.35	.40
3x3-in.	.40	.45
3½x3½-in.	.45	.50
4x4-in.	.50	.55
4½x4½-in.	.75	.85
5x5-in.	.90	1.00
5½x5½-in.	1.25	1.40
6x6-in.	1.40	1.70

No. 241 SF2

2½x2½-in.	.40	.50
3x3in.	.40	.50
3½x3½-in.	.45	.55
4x4-in.	.50	.60
4½x4½-in.	.75	.90
5x5-in.	.90	1.05
5½x5½-in.	1.25	1.60

No. 160 F&D2

2½-inch	.35	.45
3-inch	.40	.50
3½-inch	.50	.60
4-inch	.60	.70
4½-inch	.80	.90

241 H&N

	Cont.	Ret.
2½x2½-in.	.45	.55
3x3-in.	.45	.60
3½x3½-in.	.50	.55
4x4-in.	.55	.70
4½x4½-in.	.75	.95
5x5-in.	1.20	1.45
5½x5½-in.	1.45	1.65
6x6-in.	1.60	1.95

160 N

2½-inch	.45	.55
3-inch	.55	.65
3½-inch	.60	.70
4-inch	.70	.80
4½-inch	.80	.90

160 SF2

2½-inch	.45	.55
3-inch	.50	.60
3½-inch	.55	.65
4-inch	.70	.80

165 F&D2

1½-inch	.30	.35
2-inch	.35	.45
2½-inch	.40	.50
3-inch	.55	.65
3½-inch	.65	.75
4-inch	.80	.90
4½-inch	.90	1.05

165 N&SF2

1½-inch	.40	.50
2-inch	.45	.55
2½-inch	.50	.60
3-inch	.65	.70
3½-inch	.70	.80
4-inch	.75	.85

295 F&D2

	Pr.	Dz. Pr.
1½-inch	.25	2.60
2-inch	.30	3.00
2½-inch	.35	3.30
3-inch	.40	3.60

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RETAIL SELLING PRICES—Continued.

HINGES—Continued—

295N	
1½-inch	.35
2-inch	.40
2½-inch	.45
3-inch	.50

289 F&D2	Pr.	Dz. Pr.
2x2-in.	.30	3.15
2½x2-in.	.35	3.30
2½x2½-in.	.40	3.85
3x3-in.	.50	4.85

289N	
2x2-in.	.45
2½x2-in.	.50
2½x2½-in.	.50
3x3-in.	.60

295 SF2	
1½-inch	.30
2-inch	.35
2½-inch	.40
3-inch	.45

295H	
1½-inch	.80
2-inch	.85
2½-inch	.40
3-inch	.45

289 SF2	
2x2-in.	.30
2½x2-in.	.35
2½x2½-in.	.40
3x3-inch	.45

289 H	
2x2-in.	.35
2½x2-in.	.40
2½x2½-in.	.40
3x3-in.	.45

HINGES—FLOOR—	Set
Bommr, D 15	1.50
R, EA, 315	1.60
SHA, E, 265	1.75
Ch'go, R, EA, KF, 200	3.50
SHA, E, 200	4.00
R, EA, KF, 230	4.25
SHA, E, 230	4.50
Corbin, D, R, EA, 512	1.75
SHA, E, 512	1.85
Katz, R, EA, KF, 2	1.35
SHA, E, 2	1.50
R, EA, KF, 3	3.25
SHA, E, 3	4.00
R, EA, KF, 3½	3.75
SHA, E, 3½	4.00
Rixon, 7	10.75
8	11.25
10	12.00
15	14.50
20	25.00
25	32.00
30	38.00
40	62.00
Standard, R, EA, 450	6.75
SHA, E, 450	7.25
R, EA, 452	10.50

HODS—Coal—

Open Japanned—	
15	.60
16	.70
17	.80
18	.95
20	1.10

Open Galvanized—	
15	.90
16	1.00
17	1.15
18	1.25
20	1.60

HOLLOW WARE, CAST IRON—Dutch Ovens, No. 8 E, $3.50 each; 9 E, $3.85; 10 E, $4.50; 11 E, $5.25; 10-inch, $2.00; 11-inch, $2.40; 12-inch, $2.85; 13-inch, $3.25; 14-inch, $4.00; 10-inch lids, $1.00; 11-inch lids, $1.10; 12-inch lids, $1.35; 13-inch lids, $1.60; 14-inch lids, $1.80.

Gem Pans—No. 1, $1.00 each; 2, $1.00 each; 5, $1.00 each; 8, $1.00 each; 10, $1.20 each; 11, $1.05 each.

Griddles—No. 17, $1.00 each; 18, $1.10 each; 19, $1.25 each; 20, $1.50 each; 010, $1.60 each; 012, $1.75 each; $14, $2.00.

Kettles, Stove—No. 7, $2.60 each; 8, $2.90 each; 9, $3.40 each; 07, $2.60 each; 08, $2.90 each; 09, $3.40 each.

Pots, Stove—No. 17, $3.35 each; 18, $3.75 each; 19, $4.25 each; 017, $3.35 each; 018, $3.75 each; 019, $4.25 each.

Skillets or Spiders—No. 3, 80c each; 4, 90c each; 5, $1.10 each; 6, $1.10 each; 7, $1.25 each; 8, $1.35 each; 9, $1.50 each; 10, $1.75 each; 11, $2.25 each; 12, $2.65 each; 7 W, $1.40 each; 8 W, $1.50 each; 70, $1.10 each; 80, $1.20 each; 90, $1.35 each.

Waffle Irons—No. 7, $1.85 each; 8, $2.25; 9, $2.50; 7 D, $2.45; 8 D, $2.65; 9 D, $3.15; 11, $2.85; 12, $4.50; 14, $8.50.

HOLLOW WARE, STEEL—

Fry Pans, Acme—No. 00, 15c each; 0, 25c; 1, 30c; 2, 35c; 3, 40c; 4, 45c; 5, 50c; 6, 55c.

Griddles—No. 108, $1.00 each; 109, $1.15; 110, $1.30; 210, 50c; 212, 60c; 214, 70c.

Skillets or Spiders—No. 27, $1.00 each; 28, $1.15; 29, $1.35; 07, 35c; 08, 40c; 09, 45c.

HOOKS AND EYES—(Price per dozen)—

No.	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.10	.20
13 or 113	.10	.15	.10	.15
14 or 114	.10	.10	.10	.10

Gate Hooks and Eyes— Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.85
No. 1040, brass	.75	.90	1.10	1.50	1.75	2.00	3.50

Ceiling—	Each.
35 Cast	.35
63 R, EA, cast	1.15
63 KF, SHA, Cast	1.25
135 Cast	.35
4 wire	.25
6 wire	.25
8 wire	.30
46 wire	.40
104 wire	.40

Coat and Hat—	
20 cast	.50
75 and 175, cast	.35
89 cast	.75
92 cast	.95
93 cast	.95
240 R, EA, cast	.90
240 KF, E, cast	1.00
640 Cast	.55
D 640, cast	.65
640 R, EA, cast	.80
640 KF, SHA, E, cast	.85
680 EA, E, cast	4.50
10 Porcelain	1.75
60 and 160, wire	.20
70 and 170, wire	.25
80 wire	.25
270 wire	.25
470 wire	.35
1170	.35

Clothes Line—	Ea.
2	.10
3	.10
22	.15
23	.15

Grass—	
2, 3 and 4	.05
A2, A3, and A4	.65
5	.60
6	.75
23	.90
70	.50
75	.50

Hammock—	
128	.10
138	.15

Harness—	
9	.20
12	.30
13	.65
15	.25
16	.30
82	.25
233	.70

Hay Fork—	
120, ⅝-inch	.25
120, ¾-inch	.35
122, ¼-inch	.10
122, ⅜-inch	.15
122, 7-16 inch	.20
122, ½-inch	.25

HOSE COUPLINGS—Com. Size ½, each 20c; ⅝, 20c; ¾, 20c.

HOSE (GARDEN)—

Coupled 50-foot Lengths—Aztec, ½-inch, 22c ft. Aztec, ¾-inch, 26c foot. Deluge, ½-inch, 21c; Deluge, ¾-inch, 25c. Delphos, ½-inch, 18c foot; Delphos, ¾-inch, 21c. Sierra, ½-inch, 23c; Sierra, ¾-inch, 23c; Simi, ½-inch, 15c; Simi, ¾-inch, 19c. Summit, ½-inch, 17c; Summit, ¾-inch, 20c. Ten Cee—½-inch, 15c; Ten Cee, ¾-inch, 19c, Torrent, ½-inch, 21c; Torrent, ¾-inch, 25c. Arrow, plain, ½-inch, Arrow, WW, ¾-inch, 23c. Whirlpool, ½-inch, 17c; Whirlpool, ¾-inch, 20c.

Reel—Not coupled—Endurah, ½-inch, 22c; ¾-inch, 26c. Goodrich Ribbed, ½-inch, 25c; Goodrich Ribbed, ¾-inch, 29c. Utility, ½-inch, 18c; ¾-inch, 21c.

ICE TOOLS—

No. 315 Plow, 8-in	$40.00
No. 316 Plow, 10-in	47.50
No. 317 Plow, 12-in	54.00
No. 320 Plow, 8-in	42.50
No. 321 Plow, 10-in	50.00
No. 322 Plow, 12-in	57.00
No. 456 Splitting Chisel	4.75
No. 495	5.35
No. 520 Ice Hooks, 4-ft	1.35
4½-ft.	1.40
5-ft	1.50
6-ft.	1.65
No. 1 Ice Tongs V & B	1.75
No. 2	2.00
No. 3	2.25
No. 540, 18-inch	2.00
14½-inch	2.15
16½-inch	2.25

Pound Ice Saws—Tiller Handle.

4½-foot	5.75
5-foot	6.25
5½-foot	6.75

IRON—Bars, Small Lotes. (Cutting Extra)

Common Bar	.06 lb.	Base
Angle Iron, ⅛-inch	.10	
Angle Iron, 3-16-inch	.08	
Angle Iron, ¼-inch and heavier	.07¾	
Rd., sq. and sq. twisted—		
¼-inch and smaller	7.50	Base
5-16 inch	7.00	
⅜ to 2¾-inch	6.50	
3-inch and larger	7.50	
Flats, all sizes	6.50	

IRONS—Sad. Common, 16c lb.

Mrs. Potts—No. 50, $3.15 set; No. 55, polished iron, $3.00 set; No. 550, 12 lbs., $2.70 set.

Sensible Laundry—No. 25, $3.00 set; Asbestos Laundry, No. 70, $3.00 set; G. Pressing, 15c lb.; T Tailors' Goose, 15c lb.; N Gasoline, $5.25 each.

JACKS—Bell Bottom, add 20% to list.

Wagon—Lanes—0L, each $1.75; 1L, $2.50; 2L, $3.50; 3L, $6.75.

KNIVES AND FORKS—Iron handled, $1.75.

KNIVES—Hay—Lightning, $2.00; Iwan Sickle, $2.50; Iwan Serrated, $2.50; Heath's Upright, $2.25. Corn—Corn King, 50c; No. 12 Hooks, 65c.

LACING—Belt—

Rawhide, Cut	
Size ¼, per ft.	.03
Size 5-16, per ft.	.03½
Size ⅜, per ft.	.04
Size ½, per ft.	.06
Size, ⅝, per ft.	.07
Size ¾, per ft.	.08

Wire	
0 and 1, coil	.60
2, coil	.70
3, coil	.80
O M, 1 M, 2 M, 3 M, spl	.80

Hooks	Doz.
10	.05
9	.05
8	.05
7	.10
6	.10

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

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RETAIL SELLING PRICES—Continued.

LANTERNS—Boys'—No. 539, 45c each; 1596, Cadet, 25c. Dash—No. 321, Prisco, $2.00 each; 331, Prisco, $2.25. Cold Blast Tubular—No. 320, Prisco (Little Wizard), $1.35 each; 400, Prisco (Nustyle), $1.65, 477, Prisco, $1.50 Hot Blast Tubular—No. 165, Prisco, $1.00 each; 165R, Prisco (Ruby), $1.50; 176, Prisco (Bulseye), $1.50; 217, Prisco, $1.00.

LANTERNS—Dietz Tubular.

Hot Blast Lanterns	
Little Star Tin Lanterns	.90
Hy-Lo Tin Lanterns	.90
Victor Tin Lanterns	.95
Monarch Tin Lanterns	.95
O. K. Tin Lanterns	.100
No. 2 Royal Tin Lants.	1.10
Cold Blast Lanterns	
Junior Tin Lanterns	1.00
Junior Brass Lanterns	1.75
Junior Brass Nickel-plated Lanterns	2.00
No. 2 Crescent Tin Lanterns	1.25
No. 2 Blizzard Tin Lanterns	1.45
Same, Brass Fount and Top	2.00
No. 2 Large Fount Blizzard Lanterns	1.65
Little Wizard Tin Lanterns	1.10
No. 2 Wizard Tin Lanterns	1.45
Same, Brass Fount and Top	2.00
No. 2 Large Fount Wizard Lanterns	1.65
Same, Brass Fount and Top	2.10
Dash and Wagon Lanterns	
Buckeye Dash Lant'ns	1.25
Junior Wagon Lant'ns	1.75
Roadster Wagon Lanterns	1.75
Driving Lanterns	
Eureka Driving, plain lens	2.00
Same, with optical lens	2.35
Octo Driving, pl'n lens	4.00
Same, optical lens	4.75
Union Driving, plain lens	4.50
Same, with optical lens	5.00
Mill Lanterns	
Watchman's Mill Lanterns, enamel. fin	2.25
Underwriter's Mill Lanterns	2.50
No. 2 Blizzard Mill Lanterns	3.50
Fire Dept. Lanterns	
King Fire Dept. Tin enamel finish	4.75
Same, Nickel-plated on Tin	5.25
Same, all Brass	6.00
Same, Nickel-plated on Brass	6.50
No. 2 Wizard Fire Dept. Brass Founts with enamel finish	5.00
Same, all Brass	6.50
Same, Brass, Nickel-plated	7.00
Wall Lanterns	
No. 15 Wall Lanterns	2.50
No. 25 Wall Lanterns	2.75
No. 30 Beacon Wall Lanterns	2.75
No. 60 Beacon Wall Lanterns	8.75
Street and Hanging Lanterns	
Pioneer Street Lanterns, Tin	7.25
Same, Brass Founts	9.25
Same, all Brass	12.00
Pioneer Hanging Lanterns, tin	7.75
Same, Brass Founts	10.75
Platform Lanterns	
Imperial Platform Lanterns	12.50
No. 1 Climax Platform Lanterns	5.00
No. 2 Climax Platform Lanterns	5.25
Nos. 1 and 2 Climax Nested	10.50
Unclassified Lanterns	
Police Flash Lanterns	1.50
Traffic Signal Lant'ns	4.00
No. 12 Display Stand and Assortment	22.00

LEAD—Bar, 25c lb.; Calking (100 lbs.), 15c lb; Pig (100 lbs.), 12c lb.; Sheet (full), 20c lb.; Wool, 25c lb.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.
Cotton, Twisted—No. 140, 50c each; 150, 55c.
Wire, Twisted—50 foot, 20 gauge, 40c each; 75 foot, 20 gauge, 50c; 100 foot, 20 gauge, 60c; 50 foot, 18 gauge, 55c; 75 foot, 18 gauge, 65c; 100 foot, 18 gauge, 80c.
Wire, Solid—100 foot, 9 gauge, 85c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ⅜-inch and larger, 45c.

MATTS, DOOR—Cocoa Fibre, Fine, 14x24, $1.50; 16x27, $1.85; 18x30, $2.15.
Cocoa Fibre, Medium—16x27, $2.60; 18x30, $3.25; 20x33, $4.00; 22x36, $4.27.
Flexible Galvanized Steel—16x24, $1.50; 18x30, $2.00; 22x36, $3.00; 26x48, $4.75.
Steel Matting in Rolls—Per sq. ft., 55c.

MATTOCKS—

Short Cutter, Standard, 5½ lbs	Each $1.50
Long Cutter, Standard, 6 lbs	Each 1.50
Pick, Standard, 6 lb	Each 1.50
Handled, D E 3	Each 1.00
Handled, C E 3½	Each 1.50
Handled S Q 3½	Each 1.25

MAULS—Post—10-lb., $1.50 each; 13-lb. $1.75; 16-lb., $2.25; 18-lb., $2.50; 20-lb., $2.75.
Ship or Top—30c lb.
Wood Choppers'—Adze or Round Eye, 25c lb.

MILLS—Cider—

Junior	27.00	Senior	47.00
Medium	32.00	Force Feed	20.00

MOPS—Handled—

Brown Daisy		O-Cedar		Cotton	
6	.65	4	1.00	120	.80
8	.80	8	1.50	140	.90
7BD	.90	10B	1.25	180	1.00
9BD	1.00	11B	1.25	220	1.25

MOP STICKS—No. 2, 20c each; No. 7, 30c each; No. 13, 30c each; No. 70 or Janitor's, 75c each.

NAILS—Base per keg, $5.60; 50 to 99 lbs. (one kind) add 50c per 100 lbs. to keg price.
Small Lots: (Bright Fine, Blued Fine, Common, Casing, Finishing, Bright Box).

	1 to 9 lbs.	10 to 49 lbs.
2d and 3d	.09	.08
4d to 60d	.08	.07

Special.	Keg.	1 to 9 lbs.	10 to 49 lbs.
Plaster Board	9.00	.12	.11
Cement C Box	....	.10	.09
Galvanized Felt	...	.17	.16
Galvanized Boat	...	.18	.17
Roof (barbed)	....	.10	.09
Galvanized, 2 and 3	....	.14	.13
Galvanized, 4 to 20	....	.13	.12

Galvanizing: Add for 1-inch and smaller, $3.25 per 100 lbs.; for larger, $2.75 per 100 lbs.; for casing nails, $3.00 per 100 lbs.

Fine Blue 2&3	.09½	Galv. Felt	.15
Fine Bright, 2&3	.09½	Galv. Boat	.12
Common 2&3d	.09½	**Clout—**	
Common 4&5d	.08½	Bulk, lb.	.30
Common 6&7d	.08½	½ lb. Papers, each	.20
Common 8 to 60d	.08½	**Cigar Box—**	
Casing 2&3d	.09½	Bulk, lb.	.30
Casing 4&5d	.08	1 lb. Papers, ea	.35
Casing 6 to 20d	.08	½ lb.	.20
Finishing 2&3d	.10	¼ lb.	.15
Finishing 4&5d	.08	**Horseshoe—**	
Finishing 6 to 20d	.08	Capewell No. 5, lb	.35
Smooth Box 4 to 6d	.08	6-11	.30
Smooth Box 8 to 20d	.08	Northwestern No. 5	.35
Barb Box 4 to 5d	.08	6-11	.30
Barb Box 6	.08	Union No. 5	.30
Barb Box 8 to 20d	.08	6-11	.25
Barb Roof, ¾ to ⅞	.10	**Trunk—**	
Barb Roof 1 to 1½	.10	Bulk, per lb.	.30
Plaster Board	.10	1-lb. Papers, ea	.40
C. C. Box	.10	½-lb.	.25
Cut Casing 6&8	.08	¼ lb.	.15

NETTING, POULTRY—Hexagon, Galvanized After Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.15; 18 in., $3.10; 24 in., $3.95; 30 in., $4.70; 36 in., $5.35; 48 in., $7.15; 60 in., $8.90; 72 in., $10.70.
Sell Cut (lin. ft.)—12 in., 2c;; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in., 7½c; 60 in., 9c; 72 in., 10½c.
1½-inch, 20-gauge—List Roll—12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.15; 18 in., $4.55; 24 in., $5.80; 30 in., $6.90; 36 in., $7.90; 48 in., $10.50; 60 in., $13.15; 72-in., $15.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10c; 60 in., 12c; 72 in., 15c.
1-inch, 20-gauge—List Roll—12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.88; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $4.95; 18 in., $7.10; 24 in., $9.10; 30 in., $10.85; 36 in., $12.40; 48 in., $16.50; 60 in., $20.65; 72 in., $24.75.
Sell Cut (lin. ft.)—12 in., 4c; 18 in., 6c; 24 in., 8c; 30 in, 9½c; 36 in., 11c; 48 in., 14c; 60 in., 17c; 72 in., 20c.
¾-inch, 20-gauge—List Roll—12 in., $8.55; 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $8.55; 18 in., $12.30; 24 in., $15.70; 30 in., $18.70; 36 in., 21.40; 48 in., $28.50; 60 in., 35.65; 72 in., $42.75.
Sell Cut (lin. ft.)—12 in., 8c; 18 in., 12c; 24 in., 15c; 30 in., 18c; 36 in., 20c; 48 in., 25c; 60 in., 30c; 72 in., 35c.

NIPPERS—Nettleton—8-in., $1.60 each; 10-in., $1.85; 12-in., $2.00; 14-in., $2.45.

NIPPLES—Right Hand.

Size		2	2½	3	3½	4	5	6	7	8
⅛,	black	.04	.06	.06	.06	.07	.08	.10	.12	.15
⅛,	galv	.06	.11	.11	.11	.12	.14	.16	.18	.22
¼,	black	.04	.06	.06	.06	.07	.08	.10	.12	.15
¼,	galv	.06	.11	.11	.11	.12	.14	.16	.18	.22
⅜,	black	.04	.06	.06	.06	.07	.08	.10	.12	.15
⅜,	galv	.06	.11	.11	.11	.12	.14	.16	.18	.22
½,	black	.05	.07	.07	.07	.08	.10	.12	.14	.16
½,	galv	.06	.11	.11	.11	.18	.16	.18	.22	.26
¾,	black	.06	.09	.09	.09	.09	.11	.18	.17	.18
¾,	galv	.08	.14	.14	.14	.14	.18	.21	.25	.32
1,	black	.08	.18	.18	.18	.18	.15	.18	.28	.25
1,	galv	.11	.19	.19	.19	.19	.24	.28	.34	.38
1¼,	black	.11	.11	.17	.17	.17	.20	.24	.29	.33
1¼,	galv	.17	.17	.29	.29	.29	.32	.38	.45	.52
1½,	black	.18	.18	.20	.20	.20	.25	.29	.36	.40
1½,	galv	.21	.21	.35	.35	.35	.39	.46	.54	.60
2,	black	.18	.18	.27	.27	.27	.32	.38	.50	.54
2,	galv	.27	.27	.47	.47	.47	.52	.61	.68	.75

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RETAIL SELLING PRICES—Continued.

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 60c lb.; 5-16, 50c; ⅜, 40c; 7-16, 35c; ½, 30c; 9-16, 30c; ⅝, 25c; ¾, 25c; ⅞, 20c; 1, 20c.

Hot Pressed U. S. S. Square, Tapped—Size ¼, 30c lb.; 5-16, 25c; ⅜, 20c; 7-16, 20c; ½, 15c; ⅝, 15c; ¾, 15c; ⅞, 15c; 1, 15c.

Wing, Tapped, U. S. S.—Size 3-16, 20c doz.; ¼, 25c; 5-16, 30c; ⅜, 35c; 7-16, 45c; ½, 60c; ⅝, $1.20.

OAKUM—Plumbers, 20c lb.; Navy, 35c lb.; Best Unspun, 40c lb.

OAR LOCKS—2-in., per pair, 45c; 2¼-in., per pair, 75c; 2½-in., per pair, 85c.

OILERS—

Copperized Steel—	
13	.35
14	.40
14½	.45
15A	.50
16	.55
Cannon Pump—Brass—	
11	2.50
12	2.75
13	3.25
Cannon Pump—Tin—	
1	1.50
2	1.75
2½	2.00
3	2.25
Felloe—	
8	1.75
4	1.85
5	2.00
6	2.15
Zinc, Chace's—	
00	.10
0	.10
1	.15
2	.20
3	.25
4	.30
5	.35
6	.40

OPENERS (CAN)—

No.	Each.	No.	Each.
4	$ .10	140	$ .15
16	.15	340	.30
100	.30		

OVENS, PORTABLE—Boss

No.	Each	No.	Each
012	$5.25	550	$5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection—		17 G	3.75
121 G	5.75	122 G	7.25
Pinney & Boyle—		33	3.25
13	3.00	37	3.75
17	3.50	37 G	3.85

PACKING—Sheet Rubber—Standard, 30c lb.; Rainbow, 90c; Italian Hemp, Common, 45c; Square Flax, braided, 75c; Piston Spiral Steam, High Pressure, $2.25; Steam or Water, Low Pressure, $1.25.

PADS—Sweat—No. 63 N12, Red Edge, $1.00; No. 146 A 12, Blue and White striped, $1.75.

PADLOCKS—Corbin

No.	Each	No.	Each
958	.25	1903	.55
2802¼	.35	9902	.70
2822¼	.50	9902 N C	.65
2869	1.00	21090	.80
2879	1.50	Yale—	
2880	1.75	223	.70
2881	2.25	225	.85
2883	3.00	453 J	.35
Miller—		453 X	.35
1	1.50	563	1.35
016	.25	565	1.55
18	.30	585	1.40
18 B	.35	635	1.35
19	.40	645 J	.55
21	.50	803	1.40
75	.50	805	1.50
76	.75	805½	1.75
78	.85	813	1.60
96	.50	815	1.50
96 C	.65	823	1.85
121	.50	833	2.10
5441	.85	843	2.65
Slaymaker—		853	2.80
1902	.65	8454	2.00

PAINT SUNDRIES—

Alcohol—(Denatured)—	Gal.
1 gallon	1.10
5 gallon	.95
Alum—	
Pwd, less than 100 lbs, lb.	.17
Benzine—	
New cans, cased, gal	.48
Old cans, uncsd, gal.	30
Coal Tar—	
5-Gal. Gal.	.50
1-Gal Gal.	.65
Creosote—	
Gal.	.85
Distillate—	
Light, gal.	.80

Glue—	Lb.
No. 2 Gelatine	.50
Chicago White	.50
Kalsomine, White—	
Bbls, 280 lbs.	.08
Kegs, 100 lbs.	.09
4 25-lb. pkgs. bulk	.09¼
25 lbs., bulk	.09½
Less 25 lbs.	.10
100 lbs., 5-lb. pkgs	.09½
Less 100 lbs, pkgs.	.10
Lamp Black—Bear Brand—	
1-S, lb. pkg	.40
½-S	.25
¼-S	.15
Linseed Oil, Boiled—	
5's Gal.	2.70
1's Gal.	2.80
½'s ½-Gal.	1.50
¼'s Qt.	.80
⅛'s Pt.	.45

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.70
Paint, Dry Colors—	
Umber	.11
Chrome Green, Med	.20
Graphite	.06
Princess Metallic	.06
Sienna	.11
Venetian Red	.04½
Yellow Ochre	.04
Painters' Petroleum—	
1-Gal. Gal.	.30
Paints, Ready Mixed—1st grade, white—	
Gals. Gal.	4.40
½-gals. ½-Gal.	2.30
Quarts Qt.	1.25
Pints Pt.	.70
½-pints ½-Pt.	.40
1st Grade, Colors—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20
Pints Pt.	.65
½-pints ½-Pt.	.35
2d Grade, White or Colors—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Inside Floor—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Porch—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20
Plaster Paris—	
Less sack, lb.	.2½
Putty, Bladder—	
Less than 100 lbs.	.07
Putty, Bulk—	Lb.
1-lb. Cans	.11
2-lb. Cans	.10
3-lb. Cans	.09½
5-lb. Cans	.09
10-lb. Cans	.08½
25-lb. Cans	.08
85-lb. Cans	.06
Rosin—	
Lb.	.14
Tints, Kalsomine—	Lb.
Barrels, 280 lbs.	.08½
Kegs, 100 lbs.	.09
100-lb. bulk	.04¼
25-lb. bulk	.09½
Less 25 lbs.	.10
100 lbs. 5-lb. pkgs.	.09½
Less 100 lbs. 5-lb. pkgs.	.10
Turpentine—	
5's Gal.	2.09
1's Gal.	2.25
½'s ½-Gal.	1.20
¼'s Qt.	.65
⅛'s Pt.	.35

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	$ .15
No. 0, each	.25
No. 1, each	.30
No. 2 each	.35
No. 3, each	.40
No. 4, each	.45
No. 5, each	.50
No. 6, each	.55
No. 7, each	.65

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 13c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb. 25c; Asbestos Millboard, 30c per lb.

BUILDING—	P & B	Imitation P & B
No. 1—500	3.00	2.25
No. 1—1000	5.50	4.50
No. 2—500	4.50	3.25
No. 2—1000	8.50	7.00
No. 3—500	6.00	5.50
No. 3—1000	11.00	10.00

Red Resin—17-lb., $1.20; 20-lb., $1.50; 25-lb., $2.00; 30 lb., $2.25.

Black Glazed—No. 1, 500 sq. ft. roll $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll $3.25; 1000 sq. ft. roll, $6.00.

FELT—Asphalt saturated, per lb. 4c; Deadening, per lb., 6c.

INSULATING—No. 8, per roll, $1.75; No. 10, per roll, $2.35.

ROOFING (Per square)—	½-Ply.	1-Ply.	2-Ply.	3-Ply.
Aztec Smooth	2.20	2.50	3.25	4.00
Aztec Sanded	2.00	2.35	2.85	3.50
Cortez Sanded	....	2.00	2.50	3.10
Cronolite	....	2.50	3.25	3.75
Asbestos	....	3.75	4.00	4.25
Diamond Sanded	....	1.50	1.75	2.00
Malthoid	....	3.25	4.00	5.00
Rubberoid	....	3.25	4.00	5.00
Rubber Flaxine	....	2.50	3.00	3.50
Rubber Sanded	....	2.00	2.50	3.00
Security Sanded	....	1.85	2.15	2.60
Standard	....	2.50	3.25	3.75

SAND AND EMERY—(Per quire of sheets)—

	0	⅛	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.65	.70	.80
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

SHEATHING—Red or gray—20-lb., 95c per roll; 25-lb., $1.15; 30-lb., $1.35.

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼ x4	3.15	3.85	2¾ x4½	3.85	4.15
2¼ x4½	3.25	3.85	2¾ x5	4.00	4.25
2½ x4½	3.50	4.00	2¾ x5½	4.25	4.75
2½ x5	3.60	4.00	3 x5	4.25	5.00
2½ x5½	3.75	4.25			

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RETAIL SELLING PRICES—Continued.

PERCOLATORS, COFFEE—Universal—

	Each		Each
44	$4.00	1204	3.75
46	4.50	1206	4.00
48	5.00	1208	4.25
52	4.25	1210	5.00
54	4.50	1304	4.25
56	5.00	1306	4.50
58	5.50	1308	4.75
64	5.00	1310	5.00
66	5.50	1404	4.75
69	6.25	1406	5.00
74	5.50	1408	5.25
76	6.00	1410	5.50
79	6.75	1504	4.25
614	6.75	1506	4.50
714	7.25	1508	4.75
464	5.50	1510	5.25
466	6.00	1704	4.25
469	6.75	1706	4.50
474	6.00	1708	4.75
476	6.50	1710	5.25
479	7.25		

Percolator Tops, 10c each.

PICKS—Drifting, 3-lb. $1.35 each; 4, $1.50; 4½, $1.65; 5, $1.75; 5½, $1.85; 6, $2.00.
Railroad—5-lb., $1.50 each; 6, $1.65; 6½, $1.65; 7-8, $1.75.
Contractors—8-9 lbs., $2.25.

PINS—Clothes—C—Common, 3c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

PIPE—Gas and Water (black)—⅛ inch, 6c foot; ¼ inch, 7c; ⅜ inch, 7c; ½ inch, 9c; ¾ inch, 11c; 1 inch, 16c; 1¼ inch, 22c; 1½ inch, 27c; 2 inch, 35c.
Galvanized—⅛ inch, 8c foot; ¼ inch, 9c; ⅜ inch, 9c; ½ inch, 11c; ¾ inch, 14c; 1 inch, 20c; 1¼ inch, 27c; 1½ inch, 35c; 2 inch, 45c.

PIPE, STOVE—Nested, full joints—Size, 3-inch, 25c joint; 4-inch, 30c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c; 8-inch, Japan, 35c; 4-inch, 40c; 5-inch 45c. 8-inch Galvanized. 40c; 4-inch, 45c; 5-inch 50c; 6-inch, 55c.
Half Joints—Size, 5-inch, 15c joint; 6-inch, 20c.
Taper Joints—Size, 6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c joint.

PIPE FITTINGS—Price, each.

	¼, ⅜-in.		½-in.		¾-in.		1-in.
	Blk.	Gal.	Blk.	Gal.	Blk.	Gal.	Blk.
Bushings	$ .05	$ .10	$ .05	$ .10	$ .10	$ .15	$ .10
Caps	.05	.10	.10	.10	.10	.15	.15
Couplings	.10	.10	.10	.15	.15	.20	.20
Crosses	.10	.15	.20	.30	.25	.40	.45
Elbows, 90 Deg.	.10	.10	.10	.10	.10	.10	.15
Elbows, 45 Deg.	.05	.10	.10	.10	.10	.20	.20
Elbows, Reducing	.10	.15	.10	.15	.15	.20	.20
Elbows, Street	.10	.10	.10	.15	.20	.30	.20
Floor Flanges	.20	.35	.20	.45	.25	.50	.25
Lock Nuts	.05	.10	.10	.15	.15	.25	.25
Plugs	.05	.05	.05	.05	.05	.10	.05
Reducers	.10	.10	.10	.15	.10	.20	.20
Return Bends	.20	.25	.20	.35	.25	.35	.45
Tees	.10	.15	.10	.15	.10	.20	.15
Unions	.20	.25	.20	.30	.25	.35	.30
Waste Nuts	.05	.10	.10	.10	.10	.15	.10

	1-in.	1¼-in.		1½-in.		2-in.	
	Gal.	Blk.	Gal.	Blk.	Gal.	Blk.	Gal.
Bushings	.15	.10	.20	.15	.20	.20	.35
Caps	.20	.20	.30	.20	.35	.35	.55
Couplings	.25	.25	.35	.30	.40	.35	.50
Crosses	.60	.45	.70	.50	.80	.85	1.35
Elbows 90 Deg.	.20	.20	.30	.25	.35	.40	.65
Elbows 45 Deg.	.30	.35	.50	.40	.55	.60	.85
Elbows, Reducing	.30	.25	.40	.25	.45	.50	.90
Elbows, Street	.30	.30	.40	.35	.50	.60	1.00
Floor Flanges	.50	.30	.60	.40	.80	.55	1.15
Lock Nuts	.35	.30	.50	.30	.45	.45	.75
Plugs	.10	.10	.15	.10	.20	.15	.25
Reducers	.30	.20	.30	.25	.40	.45	.70
Return Bends	.65	.60	.95	.70	1.10	1.00	1.75
Tees	.25	.25	.40	.35	.55	.55	.90
Unions	.40	.40	.60	.50	.75	.65	1.00
Waste Nuts	.15	.20	.25	.40	.60	.55	.80

Nipples	¼, ⅜-in.		½-in.		¾-in.		1-in.
	Blk.	Gal.	Blk.	Gal.	Blk.	Gal.	Blk.
Close	.05	.05	.05	.05	.05	.07	.10
Long	.05	.10	.06	.10	.07	.12	.10
4-in. Long	.06	.10	.07	.10	.08	.15	.10
5-in. Long	.07	.15	.08	.20	.10	.20	.12
6-in. Long	.08	.15	.10	.20	.10	.20	.15

	1-in.	1¼-in.		1½-in.		2-in.	
	Gal.	Blk.	Gal.	Blk.	Gal.	Blk.	Gal.
Close	.10	.10	.15	.10	.17	.15	.25
Long	.15	.15	.15	.20	.30	.30	.45
4-in. Long	.15	.15	.20	.20	.35	.25	.45
4-in Long	.25	.20	.30	.20	.35	.25	.45
6-in. Long	.25	.20	.35	.25	.45	.35	.50

PIPE FITTINGS (STOVE)—Caps, No. C 15, 50c each; C 16, 60c each.
Collars, No. 013, 014, 12½c; 25, 25½, 26, 10c ea.; 27, 15c ea. Cylinders, No. 54 (1508), 85c each; 64 (1608), $1.05 each; 65 (1612), $1.15 each; 75, $1.25 each.
Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 30c each.
Elbows—No. 3 Corg., 20c each; 4, 25c; 5, 25c; 6, 30c; 7, 35c; 3 Adj. 4 Pc, 30c; 4, 35c; 5, 35c; 6, 40c; 3-inch Adj. Galvd., 30c; 4-inch, 35c; 5-inch, 40c; 6-inch, 45c; No. 3 Corg. Jap., 30c; 4, 35c.
Flue Stops, Nos. 1 and 36, 15c each; 3, 15c each; 30, 15c each; 40, 20c each.
Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—AUTOMATIC—
Colts—No. A252 (CA25), $16.50 each; A252NP (CA25P), $18.50; A823¾ (CA32), $20.35; A3803¾ (CA380), $20.35; 384½ (CA384½), $29.70; 386 (CA386), $25.00; 455 (CA455), $25.30.
Smith & Wesson—SW35, $31.50 each.
Savage—SA32, $20.35 each.
H. & R.—HRA25, $15.40 each; HRA32, $19.25.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

PLANES—Wood Smooth, $1.25 each; Wood Jack, $1.50.
Block-Bailey—No. 9½, $2.40 each; 9¾, $2.80; 15, $2.50; 16, $2.60; 17, $2.90; 18, $2.80; 19, $3.00.
Block, Stanley—No. 60, $2.65 each; 60½, $2.40; 61, $2.40; 65, $3.15; 100, 60c; 101, 50c; 102, 85c; 103, $1.20; 110, 1.25; 120, $1.75; 130, $1.75; 131, $2.80; 203, $1.50; 220, $1.75.
Iron, Bailey—No. 2, $4.25 each; 3, $4.50; 4, $4.75; 5, $5.60; 5½, $6.35; 6, $7.25; 7, $8.25; 8, $10.00; 2C, $4.50; 3 C, $4.75; 4 C, $5.00; 4½ C, $5.50; 5C, $5.50; 5½ C, $6.50; 6 C, $7.50; 7 C, $8.50; 8 C, $10.75.
Iron, Stanley—No. 602, $4.50 each; 603, $5.25; 604, $5.75; 604½, $6.65; 605, $6.65; 605½, $7.25; 606, $8.50; 607, $9.75; 608, $11.50; 602 C, $5.25; 603 C, $5.75; 604 C, $6.25; 604½ C, $7.25; 605 C, $7.25; 605½ C, $7.75; 606 C, $9.00; 607 C, $10.50; 608 C, $12.25.
All Wood—Plain, No. 3W, $1.10; 15W, $1.25; 21W, $2.25; 27W, $2.50; 029W, $2.65. Razee, No. 5W, $2.25; 17W, $1.50; 23W, $2.65; 29W, $3.00.
Wood Bottom, Bailey—No. 22, $3.25 each; 23, $3.25; 24, $3.25; 26, $3.65; 27, $4.00; 28, $4.65; 29, $4.65; 30, $5.00; 31, $5.50; 32, $5.00; 35, $4.00; 36, 4.50.
Rabbet—No. 10, $7.00 each; 10½, $5.85; 75, 90c; 90, $4.25; 92, $4.25; 993, $5.25; 190, $3.25; 191, $3.00; 192, $3.00.

PLATES—GAS HOT—
Griswold—No. 601, $3.25 each; 602, $5.75; 603, $8.50; 702, $7.50; 702 N, $9.00; 703, $11.00; 703 N, $13.00; 722, $9.00; 722 N, $10.25; 723, $12.00; 723 N, $14.00; 1001, $1.50; 1002, $3.50; 1003, $5.75.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4½-inch, $1.75; 5½, $2.25; 7½, $2.75. No. 201 or 312, 5-inch, $2.25; 6, $2.35; 7, $2.75; 8, $3.00; 9, $3.50.

PLUGS—Spark—$1.00 each

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.25; 9-inch, $2.75; 12-inch, $3.25; 18-inch, $4.00; 24-inch, $4.50; No. 37, 18-inch, $5.25; 24-inch, $6.00; No. 37G, 9-inch, $3.75; 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.00; No. 38½, 80c; 39½, $1.00; 34 V, 6 -inch, $1.75; 8-inch, $2.50.
Wood, Stanley or Disston—No. 00, $1.50 each; 0, $1.75; 2, $2.25; 3, $2.75; 13, $4.00; 25, $4.50; 30, $3.50; 85, $3.25; 45½, $4.75; 90, $4.50; 93, $5.50; 95, $8.50; 98, $4.50; 101, $3.00; 102, 75c; 104, $1.10; 6012, $2.25; 6018, $3.00; 6024, $3.50; 6512, $2.25; 6518, $2.85; 6524, $3.25.
Pocket, Stanley—No. 31, 2½-inch, 50c each; 3-inch, 55c; 3½-inch, 75c; 4-inch, 85c; 40, 20c; 41, 25c; 44, 50c; 600, $1.50.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 10c; 2½-inch, 10c; 3-inch, 15c; 3½-inch, 15c; 6L, 55c; 6P, 40c; 7L, $1.00; 7P, $1.00.

POKERS, STOVE—
No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

For 30 and 31	$ .75	8-inch	.95
For 35	.50	10-inch	1.10
Nos. 11 and 15, 2-in.	.55	No. 75	8.25
3-inch	.60	No. 60	1.00
4-inch	.65	No. 80	.85
5-inch	.75	No. 81	.95
6-inch	.85		

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00.
Calol, ½ pt. 30c each; 1 pint, 40c; 1 quart, 60c; ½ gallon, $1.00; 1 gallon, $1.75; 5 gallons, $7.00.
Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, $1.00. O-Cedar, 4 ounce, 25c each; 12 ounce, 50c; quart, $1.00; ½ gallon, $1.75; gallon, $3.00
Johnson's Prepared Wax, 5 ounce, 35c each; 1 pound, 75c; 2 pound, $1.40; 5 pound, $3.00.
Metal—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart $1.25
Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c;

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RETAIL SELLING PRICES—Continued.

POLISH—Continued—
10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.
Stove—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, $1.40; 01, Black Eagle, 40c; 95 Black Eagle, $1.40; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 15c; 1, Rising Sun, 15c.

POTS—Fire.

Gasoline, C. & L.			
1	$19.00	8 Quart	1.25
5	17.00	10 Quart	1.50
21	14.50	12 Quart	1.75
71	19.00	16 Quart	2.00
72	17.00	Tin—	
221	22.50	4 Quart	.60
Watering Galvanized		6 Quart	.75
4 Quart	1.00	8 Quart	1.00
6 Quart	1.15	10 Quart	1.15

PULLERS—Nail—Rex, $2.00 each: Rex. Jr., $1.75; Red Devil, $2.75; Morrill's, $2.75; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ½ inch, 10c each; ⅝, 10c; ¾, 10c; 1, 15c; 1¼, 25c; 1½, 40c. No. 370, ⅝ inch, 25c each; 1, 40c each.
Brass side, No. 1150, ½ inch, 20c each; ⅝, 20c each. No. 1170, ½ inch, 25c each; ⅝, 30c each.
Brass Upright, No. 500, 25c each.
Clothes Line, No. 610, 2 15c each; 2½ 20c; 660, 15c; 670, 15c; 1610, 2 15c; 2½, 25c; 1660, 20c; 1670, 25c; 6350 G, 35c; 6500, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, 85c; 1651, $2.25.

PULLEYS—Frame—No. 4 Ottumwa, per doz., 85c; No. 5, 90c; No. 9, 90c; No. 105, 85c; No. 109, 85c.

PUMPS—P. S.—1, $3.50; 2, $4.00; 3, $4.50; 4, $5.00.

Putty—Per lb., 10c.

RAIL (HOUSE DOOR)—Prouty
No. 5 ..... Foot, $ .16

Richards-Wilcox			
9	foot, $ .12	16,019	foot, $ .50
132, 0132	.50	150	.10

RASPS—Flat Wood, 8-inch, 60c each; 10, 80c; 12, $1.05; 14, $1.45; 16, $1.85. Half Round Wood, 8, 65c; 10, 85c; 12, $1.15; 14, $1.50; 16, $2. Half Round Cab., 8, 80c; 10, $1.05; 12, $1.40; 14, $1.80. Horse, Hellers Plain, 12, 65c; 14, 80c; 16, $1.05. Horse, Hellers Flanged, 14, $1.05; 16, $1.50.

RAZORS (SAFETY)—

Eveready			
No.		No.	
700, each	$1.00	706 B, Blades, Pkg.	.40
2, each	3.00		
Gem			
800, each	1.00	800 B, Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, Blades, Pkg.	.25
Durham Domino			
1000, each	1.00	1000 B, Blades, Pkg.	.50
Gillette			
00, each	7.50	480, each	5.00
460, each	5.00	500, each	5.00
460 B, each	5.00	500 B, each	6.00
470, each	5.00	501, each	5.00
501 B, each	6.00	6 X B Blades, pkg.	.50
12 X B Blades, pkg	1.00		
Auto Strop			
1, set	5.00	2541, set	5.00
15, set	6.00	600 B Blades, pkg.	1.00
25, set	6.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose: No. 1 Wire, $1.25 each; No. 60, Wood, $1.75.

REGISTERS—

Jap 6x 8	1.55	White 6x 8	1.85
Jap 8x10	1.65	White 8x10	2.00
Jap 10x12	2.40	White 10x12	2.90
Jap 10x14	3.15	White 10x14	3.80
Jap 12x14	4.35	White 12x14	5.25

REGISTER FACES—

Jap 6x 8	1.00	White 6x 8	1.30
Jap 8x10	1.10	White 8x10	1.45
Jap 10x12	1.70	White 10x12	2.20
Jap 10x14	2.20	White 10x14	2.85
Jap 12x14	2.80	White 12x14	3.65

REVOLVERS—

Colts, Model	Each.		Each.
Police Positive	$23.10	264, 274	10.45
Police Positive Special	24.20	264 B, 274 B	11.00
Police Positive Target	25.30	Iver Johnson	
Army Special	25.30	300, 303, 323	13.20
New Service	27.50	300 B, 303 B	13.75
Single Action	24.20	304	13.75
Harrington & Richardson		304 B	14.30
203, 223	$8.80	323 B	13.75
203 B, 223 B	9.35	324	13.75
204, 224	9.35	324 B	14.30
204 B, 224 B	9.90	343, 353	14.30
263, 273	9.90	343 B, 353 B	14.85
263 B, 273 B	10.45	344, 354	14.85
344 B, 354 B	15.40	1903 Hand Ejector	27.00
364 B	15.40	38 S. & W. Perfected	22.00
365 B	15.70	1908 Military	27.00
Smith & Wesson—		1911 Target	31.25
1905 Military, Police	30.50	New Departure 32	25.00
Regulation Police	28.50	New Departure 38	27.00

RIFLES—No. and Model—

Daisy Air—	Each		
25	$4.00	1904 TD—Single Shot	8.25
40	4.00	1914 TD—Ham'rless	24.75
8	2.75	Stevens—	
30	2.50	Little Scout	5.50
11	1.50	Crack Shot	7.25
12	1.35	Marksman	9.00
King Air—		Favorite	10.50
4	2.25	70 TD—.22	16.50
5	2.65	Winchester—	
21	1.35	1886 SF—Round Brl.	44.50
22	1.50	TD—Round Brl	56.75
Marlin—		1890 TD—Oct. Fancy	53.75
20 TD—Octagon Brl.	18.50	TD—Oct. Plain.	27.75
27 TD—Round Brl.	21.80	1893 SF—Round Brl.	31.50
TD—Octagon Barrel.	24.55	SF—Oct. Brl.	33.50
29 TD—Round Brl.	15.60	SF—Carbine	28.50
1897 TD—Round Brl.	22.75	TD—Oct. Brl.	45.75
TD—Octagon Barrel.	24.80	1894 SF—Round Brl.	34.00
Remington—		SF—Oct. Brl.	36.50
4 TD—Octagon Brl.	11.75	SF—Carbine	31.50
6 TD—Round Brl.	8.10	TD—Oct. Brl.	48.75
8 A TD Round Brl.	48.15	1895 SF	47.00
12 TD—Round Brl.	19.40	1895—Govt. Model	50.50
TD—Octagon Brl.	21.50	1895 TD	59.25
14 A TD—Standard	34.90	1902 TD—.22	8.25
TD—Carbine	84.80	1903 TD—Plain	39.50
16 A TD—Standard	34.80	TD—Fancy	69.00
Savage—		1904—TD—.22	10.00
1899 TD—Feath'wt	42.35	1906 TD	24.25
1899 SF	86.30	1907 TD	59.25

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98 10c box.
Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½-Lbs.	Lbs.
7—St'r Lgths	.35	.65	7—Asst	.35	.65
8 "	.35	.65	8 "	.35	.70
9 "	.35	.65	9 "	.40	.70
10 "	.35	.70	10 "	.40	.75
12 "	.40	.75	12 "	.45	.75

Copper Iron, with Burrs—08 Asst., 25c ½-lb. box; 010, 30c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 27c lb.; 4, 5, 25c; 6, 7, 8, 23c; 10, 23c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, 90c lb.; ¼ to 5-16, 90c lb.; ⅜ to ¾, 90c; ⅞ to 1, $1.00.
Manila—Base, 35c. lb.
Sisal—Base, 30c lb.

RULES, Boxwood—Lufkin Stanley—No. 171, (36) 50c each; No. 372 (36½), 70c; 378 (3), $1.15; 386 (32), 75c; 388 (32½), $1.10; 465 (69), 20c; 488 (57), 65c; 651 (68), 25c; 702 (18), 45c; 751 (61), 35c; 752 (70), 45c; 762 B (7), $1.20; 771 (84), 70c; 780 (62½), 85c; 781 (62), 85c; 861 A (53½), 85c; 871 (52), 80c; 881 (54), 90c; 981 (66½), 65c; 3851 Y (66), 65c; 3861 (66¼), 75c; 3881 (66¾), $1.65.
Rules, Steel—B 85, Blacksmiths, $1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, $1.50; 4143, 4643, $2.25; 4144, 4644, $3.00.

RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 65c; 8516 (06), 75c; 8518 (08), $1.00; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 45c; 8615 (105) 70; 8616 (106), 85c; 8624 (854 F), 60c; 8626 (856 F), 85c.

SAWS—One Man—Cross-cut—

	Simonds	Disston	Chinook		Chinook
3 ft.	....	4.00	5½ ft.	7.20	....
3½ ft.	4.20	4.50	6 ft.	8.10	12.00
4 ft.	4.80	5.00	6½ ft.	9.15	13.50
4½ ft.	5.40	5.50	7 ft.	10.20	15.00
5 ft.	6.00	6.00	7½ ft.	11.25	16.50
5½ ft.	6.60	....			

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

No. 5 Simonds, or 12 Disston or 69 Atkins—		No. 10 Simonds, or 7 Disston—	
20 inch	3.25	18 inch	2.25
22 inch	3.50	20 inch	2.35
24 inch	4.00	22 inch	2.50
26 inch	4.25	24 inch	2.65
28 inch	4.50	26 inch	2.75
30 inch	5.00	28 inch	3.25
No. 8 Simonds, or D8 Disston, or 51 Atkins—		No. 4 Simonds, or 120 Disston—	
18 inch	2.65	26 inch	4.75
20 inch	2.75	28 inch	5.00
22 inch	3.00	No. 112 Disston—	
24 inch	3.15	26 inch	4.15
26 inch	3.25	28 inch	4.50
28 inch	3.75	D100 or D20 Disston—	
30 inch	4.00	26 inch	3.75
		28 inch	4.00

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RETAIL SELLING PRICES—Continued.

SAWS—Miscellaneous—

Back

12-inch	2.50
14-inch	2.85
16-inch	3.25
22-inch	4.00
24-inch	4.25
26-inch	4.75
28-inch	5.50

Butcher No. 10

16-inch	1.65
18-inch	1.75
20-inch	1.85
22-inch	2.00

Compass No. 2

10-inch	.70
12-inch	.75
14-inch	.80
16-inch	.85

Buck—

Com Sgl Brace V tooth	1.85
Com Dbbl Brace Tuttle tooth	2.25
Com Dbl Brace V tooth	2.00
No. 150 Special	1.50

Kitchen No. 2

12-inch	.65
14-inch	.70
16-inch	.75

Mitre

24-inch	4.25
26-inch	4.75
28-inch	5.50

Nest, Complete

No. 3	2.00

Pruning

No. 50 California, 12-in.	1.00
No. 50 California, 14-in.	1.15
No. 51 California, 12-in.	1.50
No. 51 California, 14-in.	1.65
Disston No. 9, 14-in.	2.25
Disston, No. 10, 14-in.	2.50

SAW CLAMPS—No. 3, $1.75; No. 0, $1.00; Perfection, $1.25; No. 1W, $1.75; No. 3 W, $2.25; No. 2W, $2.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G. & P.	$1.00
Spec. Morrill	1.10
105 Morrill	.60
1 Morrill	1.00
10	1.00
77	.60

X Cut—

Morrill No. 3	$1.35
Baker No. 3	2.25
Colonial	1.25
7 Taintor	1.10
28 Triumph	1.25
Hammer	.85
Lever	.25

SAW TOOLS—

Clipper Outfit	$ .75
Morin Raker Gauge—	
No. 1	1.00
No. 6	1.25
No. 9	1.50
Atkins Raker Swage	.40
5-M Tooth Gauge	.15
Jointers Pikes Perf.	.60
Jointers No. 7 Sterns	.65
Morin No. 2	2.25
Morin No. 2½	2.75
Morin No. 3	1.00
Setting Tool Disston—	
No. 100	.65
No. 4 Setting Blocks—	
No. 4 Blocks, Morin	1.00
Swages No. 0 Disst	4.50
Swages, Whitings	1.00
Atkins, Rex	1.00
Atkins Excelsior	.75

SCALES—Family, No. 11021, $3.50 each; 1102, $3.00 each; Peddlers, No. 101, $4.00 each; 103, $4.25 each; 115, $4.75 each; 485E, $5.00 each.
Spring Balance, No. 50, 30c each; 51, 55c; 87, $5.00; 202, $4.75.

SCISSORS—Cast, No. 10, 50c each; No. 44, 7¼ inch, 50c; 8½ inch, 55c; No. 240, 4 inch, 25c; 4½ inch, 30c; No. 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; No. 320, 70c; No. 350, 65c.
Wiss, No. 4 B H, $1.35 each; 5 B H, $1.45; 54½, $1.05; 55, $1.10; 55½, $1.15; 56, $1.20; 56½, $1.30; 57, $1.40; 154½, $1.25; 155, $1.30; 155½, $1.35; 156, $1.40; 156½, $1.50; 157, $1.60; 364, $1.35; 364½, $1.40; 365, $1.45; 366, $1.60; 463, $1.20; 463½, $1.25; 464, $1.30; 573, $1.60; 573¾, $1.80; 574¼, $2.00; 663, $1.60; 663½, $1.80; 664, $2.00; 763, $1.15; 763½, $1.20; 764, $1.25; 764½, $1.30; 765, $1.35; 765½, $1.40; 766, $1.55; 773, $1.25; 733½, $1.30; 774, $1.35; 814, $1.35; 814½, $1.40; 815, $1.45; 815½, $1.50; 816, $1.60.

SCOOPS—Common Hollow Back—No. 2, $1.85 each; 3, $1.90; 4, $2.00; 5, $2.15; 6, $2.25; 7, $2.35; 8, $2.40; 9, $2.45; 10, $2.50; 12, $2.65. Potato, No. 1, $2.00.

SCREWS—Cap and Set—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.25	.30	.30	...
4	.25	.30	.35	.35	.40
6	.30	.35	.40	.45	.55
8	.50	.55	.60	.65	.80
10	.65	.75	.90	1.00	1.25
12	.90	1.00	1.10	1.25	1.50
14	1.10	1.30	1.50	1.65	2.00
16	1.75	1.95	2.10	2.30	2.65
18	2.25	2.45	2.70	2.95	3.45
20	2.75	3.00	3.30	3.60	4.20

Size.	1¼-in.	1½-in.	1¾-in.	2-in
4	.55	.65	.85	1.00
6	.75	.90	1.15	1.40
8	.95	1.15	1.40	1.60
10	1.40	1.60	1.85	2.10
12	1.70	1.95	2.25	2.55
14	2.25	2.50	2.80	3.10
16	2.95	3.30	3.75	4.20
18	3.75	4.15	4.65	5.15
20	4.80	5.40	6.00	6.60

Iron, Flat or Round Head—

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.15	.15	.15	.20	...
4	.15	.15	.15	.20	.25
6	.15	.20	.20	.20	.30
8	.20	.20	.25	.25	.35
10	.30	.30	.30	.35	.40
12	.35	.35	.40	.40	.45
14	.40	.45	.45	.50	.60
16	.50	.55	.60	.60	.65
18	.65	.70	.75	.80	.90
20	.85	.90	.95	1.00	1.10

Size	1¼-in.	1½-in.	1¾-in.	2-in.
4	.25	.30	.40	.45
6	.30	.35	.45	.55
8	.35	.40	.50	.60
10	.50	.60	.65	.75
12	.55	.65	.70	.80
14	.65	.75	.85	1.00
16	.80	.95	1.15	1.30
18	1.10	1.25	1.40	1.60
20	1.25	1.45	1.60	1.80

Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.30	.35	.40	.45	.60
⅞	.30	.35	.40	.45	.60
1	.35	.35	.40	.50	.60
1¼	.35	.40	.45	.55	.65
1½	.40	.40	.45	.60	.70
1¾	.40	.45	.50	.60	.75
2	.45	.50	.55	.65	.85
2¼	.50	.55	.55	.70	.90
2½	.55	.60	.60	.75	.95
3	.65	.70	.75	.85	1.05
3½	...	...	...	...	1.25
4	...	...	...	...	1.40

Lgth (ins)	⅝-in.	¾-in.	⅞-in.	1-in.
1	.95	1.30	1.90	....
1¼	.95	1.35	1.90	....
1½	1.00	1.40	1.90	....
1¾	1.10	1.50	2.00	2.30
2	1.15	1.60	2.15	2.55
2¼	1.25	1.70	2.30	2.75
2½	1.40	1.80	2.40	3.00
3	1.55	2.10	2.70	3.50
3½	1.75	2.40	3.00	3.95
4	2.00	2.75	3.40	4.35

S. A. E. Thread, Steel—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.35	.40	.45	.65	.70
⅞	.35	.45	.50	.65	.75
1	.40	.45	.50	.70	.75
1¼	.40	.50	.55	.75	.80
1½	.45	.50	.55	.80	.90
1¾	.45	.55	.60	.85	.95
2	.50	.60	.65	.95	1.05
2¼	.60	.65	.70	1.00	1.15
2½	.65	.75	.75	1.10	1.20
2¾	.75	.80	.85	1.15	1.30
3	.80	.85	.90	1.20	1.35
3½	.90	.95	1.10	1.40	1.55
4	1.00	1.10	1.25	1.60	1.75

Lgth (ins.)	9-16-in.	⅝-in.	¾-in.
¾	1.20	....	....
⅞	1.20	....	....
1	1.20	....	....
1¼	1.20	....	....
1½	1.30	1.50	2.50
1¾	1.40	1.60	2.50
2	1.50	1.75	2.65
2¼	1.60	1.85	2.85
2½	1.75	1.95	3.00
2¾	1.85	2.15	3.15
3	1.95	2.30	3.35
3½	2.20	2.60	3.80
4	2.55	3.00	4.25

Set Screws—

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
½	.15	.20	.20	.30	.30
¾	.20	.20	.25	.30	.35
1	.20	.25	.25	.30	.35
1¼	.20	.25	.25	.35	.40
1½	.25	.25	.30	.40	.45
1¾	.25	.30	.35	.45	.55
2	.30	.35	.40	.50	.60
2¼	...	.40	.45	.55	.65
2½	...	.45	.50	.65	.75
3	...	...	...	...	.85

Lgth (ins)	⅝-in	⅜-in.	⅞-in.	1-in.
1	.55	...	...	...
1¼	.65	1.05	1.50	...
1½	.70	1.15	1.60	2.10

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RETAIL SELLING PRICES—Continued.

SCREWS—Continued—

1½	.75	1.25	1.70	2.30
2	.85	1.30	1.85	2.50
2¼	.90	1.40	2.00	2.70
2½	1.00	1.50	2.15	2.90
3	1.15	1.70	2.45	3.25
3½	1.30	1.85	2.75	3.65
4	1.50	2.10	3.00	4.00

Woodscrews—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown. Brass, Flat or Round Head—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0	.60	.60	.65	...	...	...	...
1	.60	.60	.65	...	...	...	...
2	.60	.65	.65	...	...	...	...
3	.65	.70	.70	.75	.85	1.05	1.15
4	.70	.75	.75	.80	.85	1.10	1.20
5	.75	.80	.85	.90	1.00	1.15	1.20
6	...	.85	.90	1.00	1.10	1.15	1.25
7	...	.95	1.00	1.10	1.25	1.35	1.50
8	...	1.05	1.15	1.30	1.40	1.55	1.70
9	...	...	...	1.50	1.60	1.75	1.95
10	...	...	...	1.70	1.85	2.05	2.20
11	...	...	...	1.85	2.10	3.35	2.55
12	...	...	...	...	2.35	2.60	2.85
13	...	...	...	...	...	...	3.20
14	...	...	...	...	...	...	3.55
15	...	...	...	...	...	...	3.90
16	...	...	...	...	...	...	4.65

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
6	1.65	...	...	...	...	...	...
7	1.70	2.25	2.80	3.65	...	...	...
8	2.00	2.30	2.90	3.70	...	...	...
9	2.25	2.55	2.95	3.75	...	6.60	...
10	2.45	3.00	3.30	3.80	4.95	6.65	...
11	2.90	3.25	3.75	4.30	5.10	6.70	9.70
12	3.25	3.75	4.25	4.80	5.55	6.75	9.80
13	3.75	4.15	4.70	5.30	6.25	6.90	9.90
14	4.10	4.65	5.15	5.90	6.85	7.50	10.00
15	4.60	5.35	6.05	6.85	7.50	8.30	10.25
16	5.05	5.85	6.65	7.50	8.35	...	...
17	...	6.40	...	8.20	9.10	...	...
18	...	7.60	...	9.75	10.75	...	...

Flat Head, Bright—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.25	.25	...	...	...	...	...
3	.25	.25	.25	.25	.25	.25	.25
4	.25	.25	.25	.25	.25	.25	.30
5	...	.25	.25	.25	.25	.30	.30
6	...	.25	.25	.25	.30	.30	.30
7	...	.25	.30	.30	.30	.30	.35
8	...	.30	.30	.30	.30	.35	.35
9	...	.30	.30	.35	.35	.35	.35
10	...	...	.35	.35	.35	.40	.40
11	...	...	.35	.40	.40	.40	.45
12	...	...	.40	.40	.40	.45	.45
13	...	...	...	.40	.45	.50	.55
14	...	...	...	.45	.50	.50	.55
15	...	...	...	...	.55	.60	.65
16	...	...	...	...	.60	.65	.85
17	...	...	...	...	...	...	.90
18	...	...	...	...	...	...	.95
20	...	...	...	...	...	...	1.15

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.30	.35	...	...	...	...	...
4	.30	.35	...	...	...	...	...
5	.35	.40	.45	.50	.50	.65	...
6	.35	.40	.45	.50	.55	.65	1.00
7	.40	.40	.50	.50	.55	.70	1.00
8	.40	.45	.50	.55	.60	.75	1.00
9	.40	.45	.50	.55	.60	.80	1.05
10	.45	.50	.55	.60	.65	.80	1.05
11	.45	.50	.55	.60	.70	.85	1.05
12	.50	.55	.60	.65	.75	.90	1.10
13	.55	.60	.65	.75	.80	.90	1.15
14	.65	.65	.75	.80	.90	.95	1.15
15	.75	.80	.85	.90	1.05	1.10	1.30
16	.85	.95	.95	1.05	1.15	1.25	1.40
17	.90	1.05	1.15	1.25	1.30	1.40	1.60
18	1.10	1.25	1.35	1.40	1.50	1.60	1.80
20	1.35	1.45	1.50	1.60	1.75	1.90	2.15

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo)—
¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—

	¼, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in	
	Doz.	100	Doz.	100	Doz.	100	Doz.	100	Doz.	100
1	.30	2.00	...	....	....	....	....	....	....	.....
2	35	2.15	.40	2.60	.55	3.65	....	....	....	.....
2½	.40	2.85	.45	2.85	.60	4.00	1.00	5.85	....	.....
3	.45	2.55	.45	3.10	.65	4.30	1.05	6.25	1.50	8.85
3½	.45	2.95	.50	3.35	.70	4.55	1.10	6.70	1.60	9.50
4	.45	2.90	.50	3.85	.80	4.90	1.20	7.15	1.75	10.10
4½	.45	3.10	.55	3.80	.90	5.25	1.30	7.60	1.90	10.75
5	.50	3.25	.60	4.00	.95	5.60	1.40	8.00	2.00	11.35
5½	.50	3.45	.65	4.25	1.00	5.90	1.50	8.50	2.10	12.00
6	.55	3.60	.70	4.50	1.05	6.25	1.60	9.00	2.20	12.60
6½	...	....	.75	4.75	1.10	6.60	1.70	9.45	2.25	13.25
7	...	....	.80	5.00	1.20	6.90	1.75	9.85	2.35	13.90
7½	...	....	.85	5.25	1.25	7.20	1.85	10.80	2.45	14.50
8	...	....	.90	5.40	1.30	7.55	1.90	10.75	2.60	15.25
9	...	....	...	....	1.40	8.20	2.00	11.65	2.75	16.50
10	...	....	...	....	1.50	8.85	2.15	12.50	3.00	17.75

SCREW DRIVERS—Machinists, No. 51, 50c each; 51½, 70c; 52, 80c; 52½, $1.00; 53, $1.10; 53½, $1.35; 54, $2.35; 210, $1.75; 215, $2.25; 218, $2.50.
Yankee Ratchet—No. 11, 2-inch, 65c each; 3, 80c; 4, 85c; 5, 95c; 6, $1.05; 8, $1.25; 10, $1.50. No. 12, $1.00; No. 15, 2-inch, 75c; 3, 80c; 4, 85c; 5, 90c. No. 30, $3.00; 31, $4.00; 35, $2.25; 60, $1.00; 130, $3.50.

SCREW DRIVERS—G. & P.—367—1¾, 35c; 3, 40c; 4, 45c.

SCYTHES—Bush—

No.	Each.
400	2.40
450	2.25
Weed—	
300	2.40
350	2.25

Grass—

No.	Each.
200	2.35
250	2.25
100	2.35
150	2.25

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $6.25; Galv., 26, $9.50; 28, $8.50. Rockface Siding, $9.50.

SHEETS—STEEL—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 14c cut, 10c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 16c cut, 12c full sheet.

SHIELDS—

Expansion—Sebco—	
3-16, each	.06
¼, each	.07
5-16	.08
⅜	.09
7-16	.11
½	.15
⅝	.17
¾	.25
1	.40

Lead—	
⅛x¾	.04
3-16x¾	.04
3-16x1	.04
¼x¾	.06
¼x1	.06
5-16x1	.06

SHINGLES—Tin, 5x7, $2.50; 7x10, $4.00.

SHOES—Horse—Light, extra light or snow. All sizes, 12-lb. Neverslip, Calker, B Patterns. No. 0, $1.50 set of 4; 2, $1.65; 3, $1.85; 4, $2.00; 5, $2.40; 6, $2.60; 7, $2.85. Calks, Nos. 1 and 4, 5-16 and ⅜, $3.50 per 100; 7-16 and ½, $3.75; 9-16 and ⅝, $4.00. Mule, No. 00 and 0, 14c lb.; 1, 13c; 2 and larger, 13c. Steel Sleigh Shoes—Flat, 9c lb.; concave or convex, 12c; cast sleigh shoes, 7c.

SHOT—Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. bags), 20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 3, 20c lb. Drop, Nos. 1to 12, 20c lb.; B, BB, BBB, 20c lb.

SHOVELS—D Handle, Round Point, No. 102, $2.40 each; 201, $2.25; 401, $1.75; 1003, $2.15; 1004, $2.25; 1005, $2.50. D Handle, Square Point, No. 104, $1.75 each; 208, $2.25; 307, $2.75; 403, $1.75; 404 B, $1.75; 1009, $2.50; 1010, $2.25; 1111, $2.15; 1112, $2.25.
Long Handle, Round Point, No. 200, $2.25 each; 300, $2.25; 400, $1.75; 400 A, $2.10; 700, $2.25; 701, $2.50; 800, $2.50; 801, $2.50; 1000, $2.15; 1001, $2.25; 1002, $2.50.
Long Handle, Square Point, No. 103, $2.10 each; 202, $2.25; 304, $2.50; 402, $1.75; 702, $2.50; 1006, $2.15; 1007, $2.25; 1008, $2.50.

SLEDS—Hand and Coaster.

Flexible Flyer—	
No. 1	$3.00
No. 2	3.50
No. 3	4.50
No. 4	5.50
No. 5	7.50
No. 6	15.00
Jr. Racer	4.25
Racer	5.00
Tux. Racer	7.50
Fire Fly—	
No. 9	$1.75
No. 10	2.25
No. 11	2.75
No. 12	3.25

SMOOTH-ON—65c lb.

SOLDER—½ and ½, 75c lb.; No. 1, 90-100, 70c; Wiping, 40-60, 65c; Wire, 50-50, 75c; Electrical Wire, 40-60, 70c.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $7.00; Barnes 276, $8.80; Little Giant, 327½, $5.75; Acme Pressure 345, $8.50; Defiance, No. 324, $8.50.

STAPLES—Fence Wire—Polished, 8c lb.; galvanized, 9c. Poultry Wire—¾-inch, 15c lb.

STARRETTS TOOLS—Add to Catalogue—
Micrometers, 50%. End Meas. Rods, 50%.
Thickness Gauges, 50%. Caliper Gauges, 50%.
Gr. Flat Stock, 50%. Micrometer Cases, 50%.
Handy Equiv. Table, 50%.
Balance of Book (not itemized above) add to list 40%.

STEEL—Mild—See Iron. Tool, 22c; Drill, Com., 20c.

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RETAIL SELLING PRICES—Continued.

STEEL GOODS

Potato Forks.

P064	$1.70
P06D	1.85

Sluice Forks.

208	$2.25
210	2.50
212	2.75

Coke Forks.

710	$3.00
712	3.25
714	3.75

Shavings Forks.

306L	2.15

Fish Forks.

1F	$ .75

Stone.

HH4	1.65
99R	2.25

Warren.

Hoes.

W7	1.10
W7½	1.15
W8	1.20

Ladies.'

LY5	.65

Riveted.

RA	.40

Socket.

G078	.95
G078X	.90

Beebe.

BB6	.90
BB6½	.95

Acme.

A	1.15

Mattock.

DE3	.75

Snaths

50	$1.75
100	2.00

Smith's Hoes.

50A	$1.00

Nursery.

No. 7	1.00

German.

GE2-0	.90

Planter's Eye.

AE3	.65
AE5	.75

Mortar.

9	$1.15
S10	1.85
M210	1.85
M29	1.25

Invincible.

19C5	$1.1(

Asphalt.

914	2.5(

Turf.

Edger	$1.0(

Dandelion.

Spuds	.8(
Dock Cutter	$1.25

Floral Sets.

1	.50
2	.55
3PF	1.85
4PSF	2.50

Floral Shovels.

FSD	.80

Floral Hoes.

TY4	.65

Floral Rakes.

GR6	.45

Clam Rakes.

112C	3.2(

STOCKS AND DIES—

Easy		Little Giant	
2B	17.75	5	30.25
5B	21.00	7	46.20
7B	31.00	9	47.85
52	21.00	65	37.95
55	28.00	67	59.40
57	43.50	**Green River**	
1112	46.20	1124	25.00
1118	47.85	1104	30.25

Armstrong	
No. 1 Pipe	8.25
No. 2	11.00
No. 2½	12.75
No. 3, 1¼ to 2-in.	16.25

Common	
No. 0 Pipe	7.25
No. 1	9.75
No. 2	13.00
Stocks Only—	
No. 1 pipe, Common	3.25
No. 2 pipe, Common	7.25
No. 2, Armstrong	3.75
No. 3, Armstrong	6.00

STONES, SHARPENING—Aloxite or Carborundum—No. 107, $1.50 each; 108, $1.75; 109, $1.25; 110, $1.50; 111, $1.00; 112, 75c; 115 to 117, $1.50; 118 to 120, $1.25; 121 to 123, $1.00; 124 to 126, 80c; 133 to 135, $1.25; 136 to 138, 75c; 142 to 144, 60c; 145 to 147, 40c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, $3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—

½-inch, $1.10; ⅝-inch, $1.50.

No. 30 High Grade Cap Pattern T or Lever Handle—

½-in, $1.35; ⅝-inch, $1.90.

Glauber or Muellers—

½-inch, $1.60; ⅝-inch, $2.25.

Compression—

½-inch, $2.00; ⅝-inch, $2.25.

SUPPORTS—Wagon Tongue—

Lindquists		Haggard Spiral	
1	2.00	0	1.85
2	2.50	1	1.75
3	3.25	2	1.90
		3	2.15

SWEEPERS, CARPET—Bissel's—American Queen (N), $5.75 each; Club (N), $9.75 each; Grand Rapids (N), $6.00 each; Grand Rapids (J), $4.75 each; Parlor Queen (N), $6.50 each; Princess (N), $5.75 each; Superba (N), $7.50 each; Universal (N), $5.25 each; Universal (J), $4.50 each.

TACKS—Bill Posters', No. 545 Wire, or 555 Cut, 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.

Carpet—434 Cut, or 484 Wire ¼-lb. papers, 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Cut, or Wire ⅛-lb. papers, 3, 5c box; 4, 5c; 6, 5c; 8, 5c; 10, 5c; 12, 5c. 495 Wire in bulk, 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.

Gimp—824—2½, 15c box; 3, 10c; 4, 10c; 6, 10c; 8, 10c.

Upholsterers'—304 Cut, ¼-lb. papers, 1¼, 15c box; 2, 15c; 2¼, 10c; 3, 10c; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. 305 Cut, or 355 Wire in bulk, 3 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.

Double Pointed—Blued, ⅛-lb. papers, 9, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued, in bulk, 209, 30c lb.; 210, 30c; 211, 30c; 212, 30c.

TAPES—MEASURING—(Lufkin)—

Asses' Skin	
No.	Each.
710	.55
713	.75
715	1.00
716	1.25
730	.70
733	1.00
735	1.35
736	1.65
Linen	
1030	1.10
1033	1.65
1035	2.25
1036	2.65
Metallic	
500 L	3.50
503 L	5.00
505 L	6.50
506 L	8.00
Pocket	
143	.95
145	1.10
165	.60
3143	.60
3175	.50
Surveyors'	
276 D	13.00
5100	9.00
Steel	
100	5.00
103	7.00
105	10.25
106	12.25
200	5.25

Steel Tapes—Continued—

200 D	5.25	265	7.25
203	8.50	266	9.50
203 D	8.50	550	4.25
205	12.00	553	5.00
205 D	12.00	555	6.50
206	14.75	556	8.25
206 D	14.75	1240	4.25
240	4.25	1248	4.75
243	5.00	1260	4.50
245	6.75	1263	5.25
246	8.50	1264	6.50
260	4.50	1265	7.00
263	5.50	1266	8.75

Comparative Nos. K. & E. and Starrett same price as Lufkin.

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

TAPE—Friction—¼ lb., 35c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	12.00	14.00	16x18	46.40	54.60
7x9	14.25	16.60	16x20	51.15	59.70
9x9	16.40	19.20	16x24	58.30	67.80
9½x12	19.35	22.60	16x30	70.50	82.10
12x14	25.95	30.30	A or Wedge—		
12x18	32.00	37.45	5x7	7.50	8.70
14x16	34.05	39.95	7x7	9.45	11.00
14x20	42.30	49.15	7x9	11.35	13.25

Flys Half Price of Tent.

Wagon Covers—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	7.65	9.60	12x16	11.25	13.75
10x16	8.75	11.00	12x18	12.40	15.50

Stockmen's Bed Sheets, Single Filling—

Size	8 oz.	10 oz.	12 oz.	Size.	8 oz.	10 oz.	12 oz.
6x12	4.00	5.20	6.00	7x14	6.70	8.70	9.80
6x14	4.70	6.00	7.00	7x16	7.90	10.00	11.30

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.

TIN—

Bar and Pig, $1.35 lb.

Common Roofing, 40c per sheet.

Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.

Painted 1 side, 1c foot extra, two sides 2c.

Flashing, IC, 1x1, $3.25 per 100 feet; ¾x1, $3.25.

Shingles—5x7, $3.25 per 100 feet.

Valley—14-inch, 17c per foot, $15.00 per roll; 20-inch, 25c per foot, $22.00 per roll.

TORCHES—Clayton & Lambert—Alcohol, No. 28, $3.50 each. Gasoline, No. 14, $5.00 each; 37, $8.00; 38, $8.50; 81, $9.25; 32, $9.50; 48, $11.00; 61, $8.50; 62, $12.00; 112, $7.55; 114, $7.15.

Kerosene—No. 95, $9.50 each; 96, $11.50.

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood (1), $2.00; Edgewood (2), $2.00; Avis (1), $2.40; Avis (2), $2.25; Avis (3), $2.00; Perfect, $1.45.

Game—No. 0 Newhouse, 45c each; 1 Newhouse, 55c; 1½ Newhouse, 80c; 2 Newhouse, $1.15; 3 Newhouse, $1.60; 4 Newhouse, $1.75; 5 Newhouse, $12.00; 1 Oneida Jump, 35c; 1½ Oneida Jump, 45c; 2 Oneida Jump, 70c; 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 50c; 3 Victor, 70c; 4 Victor, 80c.

Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.

Mole—Reddick, $1.10 each; Out-O-Sight, $1.35.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 15c; Delusion, 25c; Holdem, 50c; Cage, 25c.

Rat—Sure Catch, 15c each; Security, 25c; Holdem, small, 75c; Holdem, large, $1.00.

TROUGH—

Eaves—			
4 inch	$ .13½	5 inch, per doz	$ .35
5 inch	.15	6 inch, per doz	.40
6 inch	.18	End Caps—	
Mitres—		4 inch	$ .15
4 inch	$ .45	5 inch	.20
5 inch	.50	6 inch	.25
6 inch	.60	End Pc. Comp.—	
Hangers—Wire—		4 inch	$ .25
4 inch, per doz	$ .30	5 inch	.30
		6 inch	.35

TROWELS (BRICK)—Farmers, No. 555 (Handy), 25c each. Standard, No. 55, 8 to 12 (177), $1.00 each.

Disston, No. 10, 10½, $1.75 each; 11, $1.90 each; 11½, $2.00 each; 12, $2.25 each; 13, $2.35 each; 14, $2.65 each.

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RETAIL SELLING PRICES—Continued.

TINWARE

Wash Boilers

8	8.00
9	8.50
28 A	3.40
29 A	3.65
128 B	3.75
129 B	4.00
229 B	4.10

Wash Bowls

07	.20
08	.25
7	.35
8	.45

Covered Buckets

11	.15
12	.25
13	.30
14	.35

Dinner Buckets

1	.65
2	.75
3	.90
04	1.10
30	.75
40	.85
600	1.45
675	1.65

Milk Cans

1	.35
3	.60
4	.75
01	.35
03	.60
04	.75
12	2.50
14	3.00
500	4.00
503	5.75
505	6.00
510	7.50

Oil Cans

10	.30
31	.50

Pot Covers

6	.10
10	.15
12	.20
13	.25
14	.30
15	.40

Cups

09	.15
010	.20
23	.25
023	.15
211, 212	.10
214	.15

Cutters

All sizes	.10

Dippers

01	.25
2	.15
02	.25
03	.35
4	.20
9	.25
10	.30
32	.25
34	.30
35	.35
42	.40
203	.60

Forks

1, 2, 3, 4	.10
5, 6	.15
314	.25
318	.30
421	.10

Funnels

10, 15, 20	.10
25	.15
30	.20
35	.25
120	.20
125	.25
180	.80
220	.65
225	.75
230	1.00
235	1.50

Tea Kettles

01½	.45
02	.50
027	.55
029	.75
047	2.00
049	3.00
067	2.25
069	3.00

Preserving Kettles

160	.40
200	.55
240	.75
280	.95
320	1.15

Moulds

2 Melon	1.35
4 Melon	1.85
08 Jelly	.15
15 Jelly	.30
61 Cake	.40
62 Cake	.50

Dairy Pails

10	.80
12	.85
14	.90
40	.35
60	.35
80	.40
100	.40
104	1.15
105	1.50
120	.50
124	1.25
125	1.50
140	.60
144	1.35
512	2.00
514	2.10

Bread Pans

01	.20
03	.25
15	.20
020	.20
110	.35
120	.45
130	.55

Cake Pans

5	.15
7	.35
15	.20
031	.15
032	.20
034	.30
041	.20
048	.30
72	.40
74	.55

Dish Pans IX Tin

10	.90
14	1.05
17	1.35
21	1.60

IXXX Tin

17	2.00
21	2.10
30	3.10

Milk Pans

200	.10
202	.15
204	.20
206	.25
2100	.35
2120	.40
300	.15
301	.20
302	.30
304	.40
306	.50
3100	.65
3120	.85
504	.40
506	.50
510	.75

Muffin Pans

6	.25
8	.30
9	.35

Pie Pans

6	.10
7	.10
10	.15
75	.25

Sauce Pans

012	.35
016	.45
020	.55
024	.75
028	.95

Coffee Pots

1	.30
2	.40
4	.50
6	.80

Tea Pots

240	.25
242	.40

Flour Sieves

2	.25
316	.30
318	.35

Flour Sifters

1	.35
4	.45
5	.25
10	.30

Skimmers

10	.20
45	.10

Strainers

2	.15
3	.20
10	.35
20	.45
33	.65
110	.40
112, 121	.50
128	.65

TROWELS—Continued—
Marshalltown, No. 19 W, 10½, $2.50 each; 11, $2.50 each; 11½, $2.50 each; 17 L, 11, $2.75 each; 11½, $2.75 each.

TWINE—Sacking—J. K. B. (22 Karat), 65c lb.; 3-ply Excelsior (Hercules), $1.20; 4-ply Golden Gate (Cascade), $1.50; 3-ply Holley, $1.20; 5-ply Hudson (Perfection), $1.50.

TWINE—Cotton—Wrapping, $1.00 lb.; Budding, $1.00 lb.; Flax, No. 18 B B, 55c lb.; 24 B B, 55c; 18 B C, 65c; 24 B C, 65c; 36 B C, 65c; 30 Sacking, 65c; 40 Sacking, 65c; 33 Hemp—No. 4½, 45c lb.; 6, 45c; 07, 45c.

VALVES—

Standard Globe and Angle Valves—

⅛	.80
¼	.85
⅜	.90
½	1.10
¾	1.40
1	2.00
1¼	2.80
1½	3.85
2	5.85

Standard Gate Valves—

¼	1.60
⅜	1.70
½	1.85
¾	2.25
1	3.10
1¼	4.10
1½	5.50
2	8.00

WAGONS—Boys'—

American

No. and Size.	Each.
118— 8x18	1.75
120— 9x20	2.00
122—10x22	2.25
124—11x24	2.75
126—12x26	3.25
128—13x28	3.65
130—14x30	4.00
132—15x32	4.50

Samson

326—12x26	4.00
328—13x28	4.50
332—15x32	5.00
336—16x36	7.00

Wagners—

No. 18	8.00
No. 20	9.50
No. 24	11.00

Coaster—Star—

No. 10	7.50
No. 20	8.00
No. 30	8.50
No. 40	9.50

Mars-Wells—

No. 10	7.50
No. 11	8.00
No. 12	9.50

WASHERS—Cast Iron—Size ⅛ to ¾, 10c lb.; ⅞ to 2, 10c lb.; Angles, all sizes, 12c lb.
Malleable—Standard, 15c lb.; Nail Hole, 15c lb.; Angle, 20c lb.
Wrought Steel—Size 3-16, 25c lb.; ¼, 20c; 5-16, 18c; ⅜, 16c; 7-16, 15c; ½, 15c; 9-16, 15c; ⅝, 15c; ¾, 13c; ⅞, 13c; 1-inch, 13c.

WASTE—Cotton—No. 6X White, 30c lb.; 1 White, 28c; 2 White, 27c; 01 Colored, 23c; 02 Colored, 21c; 10 Wool, 36c.

WATCHES—Ingersoll—

Brand.	Each.
Yankee	1.35
Radiolite-Nic	2.25
Triumph	1.50
Junior-Nic	2.75
Junior-Gun	2.75
Eclipse-Nic	2.00
Eclipse-Gun	2.00
Midget-Nic	2.75
Midget-Gun	2.75

Dana or Eagle, 5, $3.50; 10, $4.00; 20, $4.75. White's, 3, $3.00; 00, $5.00; 8, $4.00.

WAX—Floor 70c lb.

WEANERS—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

WEDGES—Truckee-Alki, lb., 18c; Oregon-Atha, 25c; Cedar-Atha, 22c, Cedar-Alki, 18c; Falling, 27c; Saw, 19c.

WHEELBARROWS — Brick — No. 10 B, $11.50 each; 20 $11.00.
Garden—No. 2, 4½ cu. ft. capacity, $9.00 each; No. 3, 5½ cu. ft., $10.25; No. 21 (Toledo Clipper), $6.25.
Railroad—No. 15, $6.00 each; No. 17, $6.75; No. 19, $6.75. 27, $11.25; K 29, $14.00.
Steel Tray and Frame—No. AX, $11.00 each; 4, $13.50; 5, 14.75; 10, $19.00.

WIRE—

Per 100 lbs.	Plain Fence. Black.	Galv.	Baling.
3 gauge	6.45	....	....
4	6.45	7.05	....
6-8-9	6.25	6.95	....
10	6.30	7.00	....
11	6.35	7.05	....
12	6.40	7.10	....
13	6.50	7.20	....
14	....	7.30	6.75
15	....	7.75	6.85
16	....	7.85	6.95
17	....	....	7.25

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.
Stove Pipe Wire, 50-ft. coils, 15c each.
Barbed Fence—Glidden Ptd., $6.65; Glidden Galv., $7.35; Baker Ptd., $6.90; Baker Galv., $7.60; Waukeganito Galv., $8.25.

	Hog.	Cattle.
Am. Special Galv., 80-rd spools, each	4.65	4.50
Glidden, 80-rd spools, each	6.40	6.25

Bale Tie—9½ ft., 15 Ga., per bundle of 250, $3.35.

WIRE CLOTH—See Cloth.

WOODENWARE—

Spoons		Trays, Choppin-	
13-inch	.15	0—10x18 ins.	.75
15-inch	.15	3—11x22 inch	1.25

WOOL—Steel—1-lb. rolls—0, 90c; 1, 80c; 2 and 3, 70c; 3-oz. packages, 15c each.

WRINGERS—Mop—Vanco 78, $4.50; 88, $4.00; 89, $4.75. Dana or Eagle, 5, $3.25; 10, $3.75; 20, $4.50. White's, 3, $2.75; 00, $5.00; 8, $4.00.

WRENCHES—

	Westcott.	Agr.	Coes.	Crescent.	Stillson Trimo.
6-inch	1.25	.85	1.50	1.00	1.35
8-inch	1.50	1.00	1.75	1.25	1.50
10-inch	1.75	1.15	2.00	1.50	1.75
12-inch	2.25	1.50	2.65	2.25	....
14-inch	3.50	....	....	2.50	2.25
15-inch	....	2.00	3.35	3.25	....
18-inch	....	....	4.45	3.45	3.25
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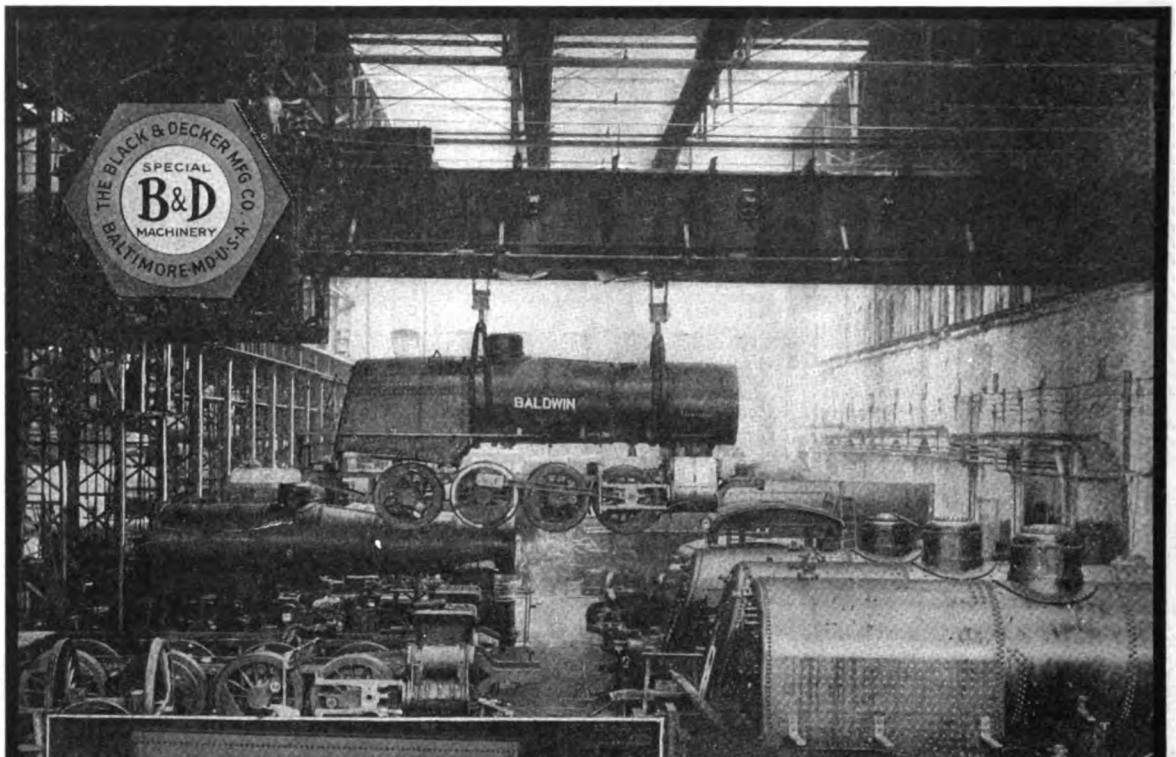
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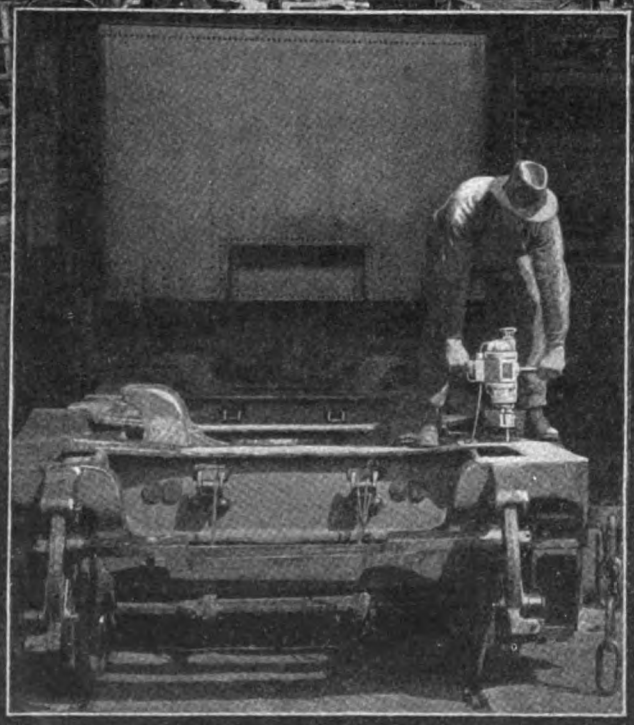
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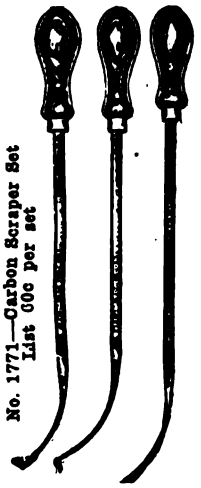
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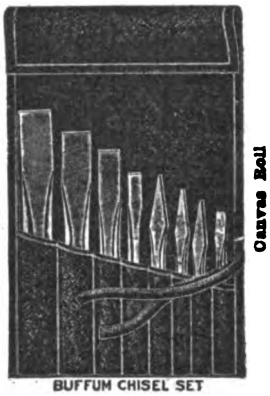
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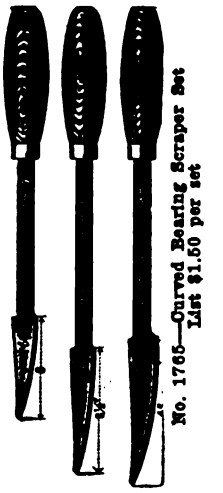
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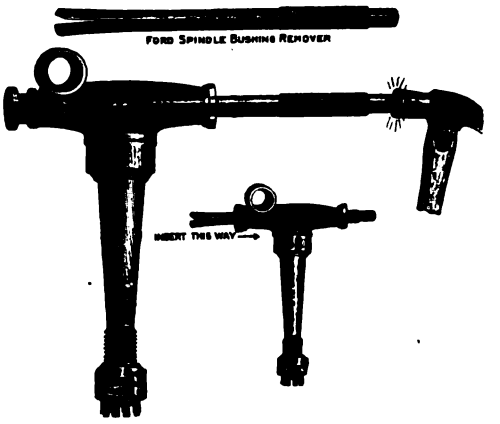
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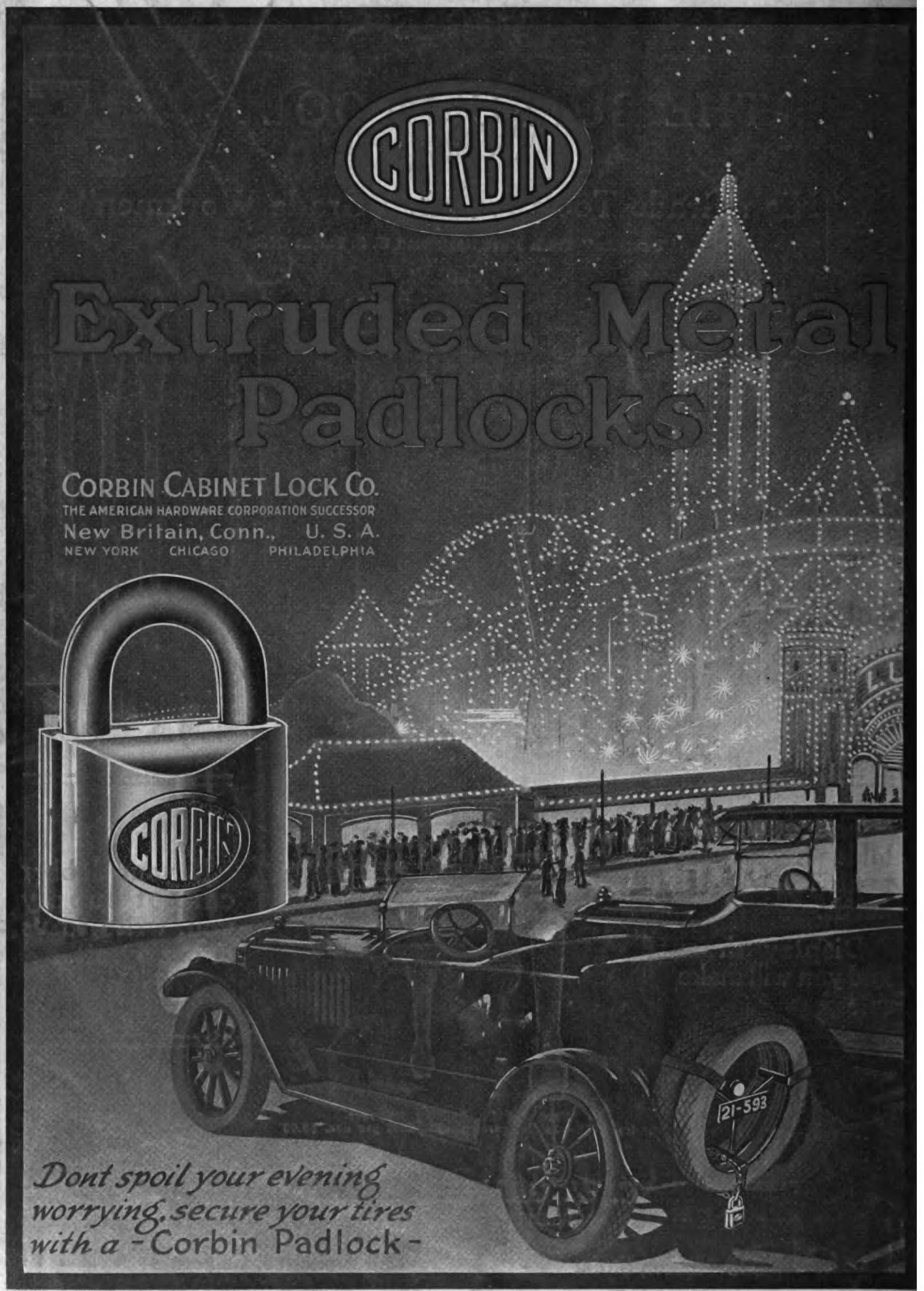
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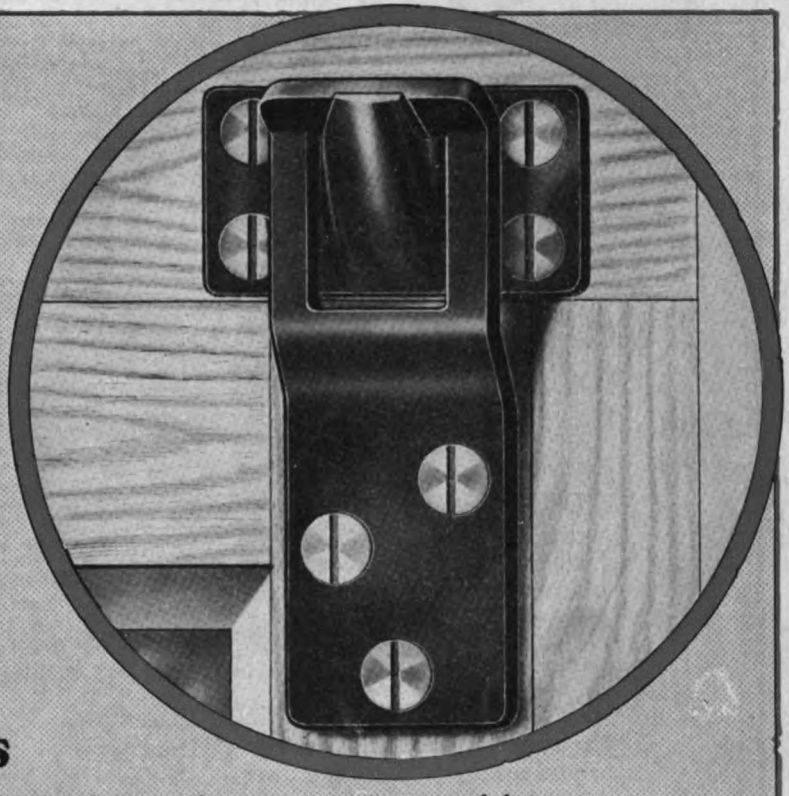
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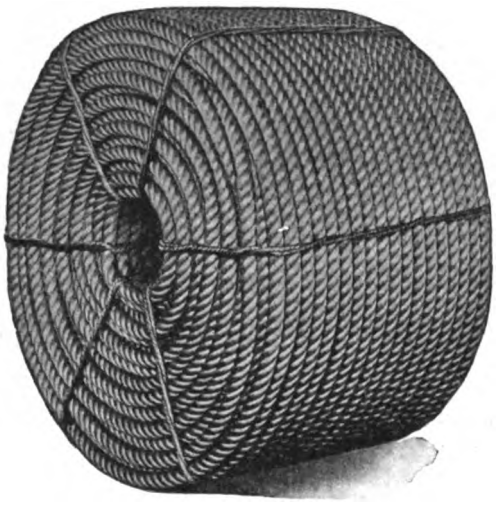
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HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c. per year, or three years for $1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.
T. M. Shearman, Editor and Manager. Raymond L. Shearman, Associate Editor.
Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor Street, Portland, Ore. | 1220 Boatmen's Bank Bldg. St. Louis, Mo. | Suite 533 Phelan Bldg. San Francisco | 70 Fifth Ave. New York | 204 Scott Bldg. Salt Lake, Utah | 507 Pioneer Bldg. Seattle, Wash.

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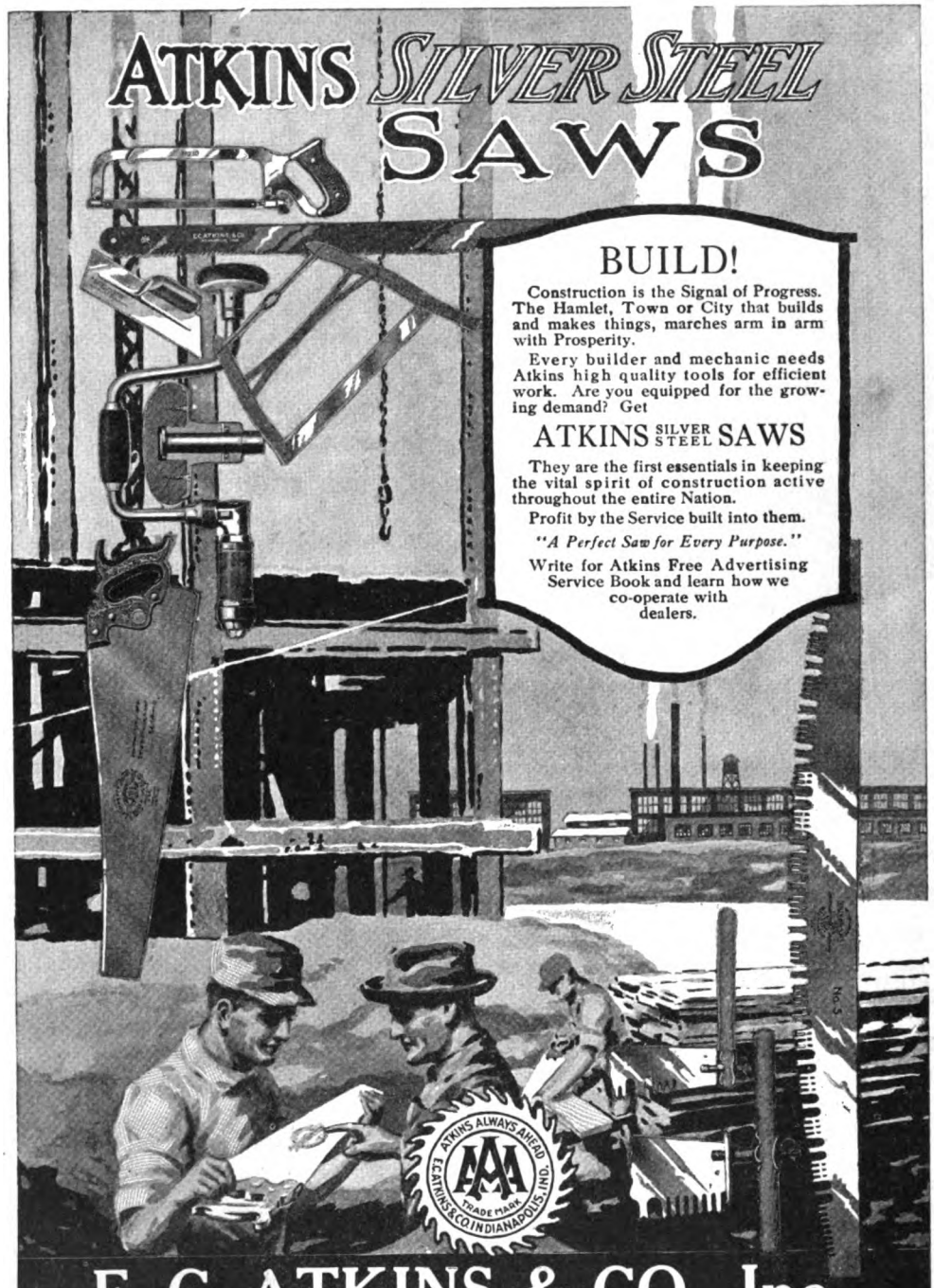
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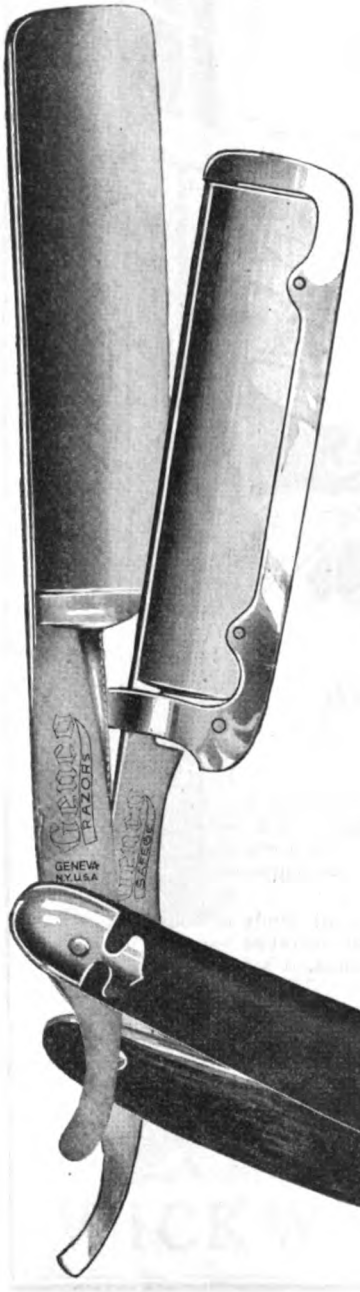
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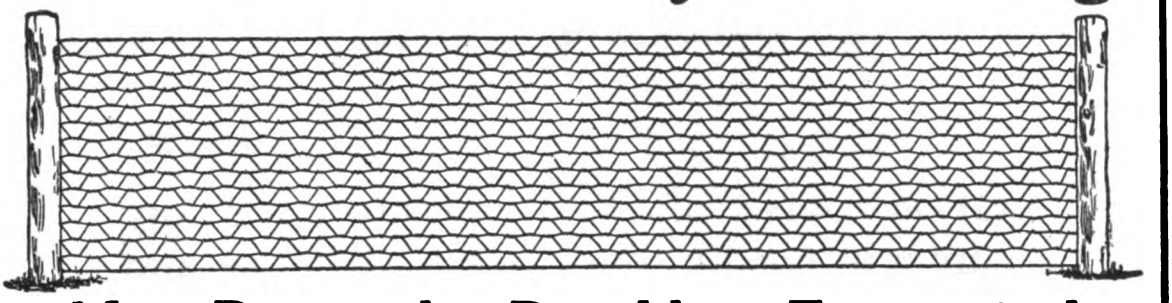
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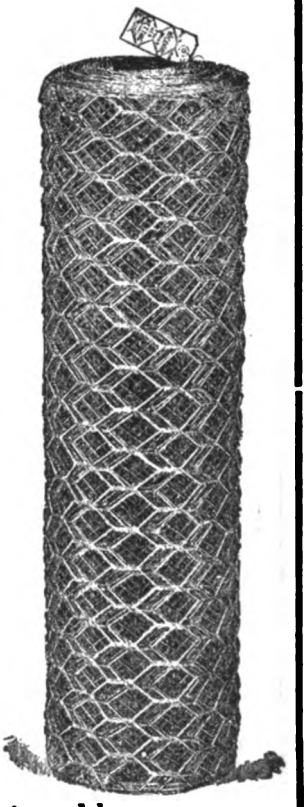
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"ACCO" Round Cord Pulley Chain

is made of the best steel obtainable, and blanked and assembled on specially designed automatic machines. Its strength is uniform throughout.

The builder likes "ACCO" Round Cord Pulley Chain because there is no waste. It can be cut into exact lengths, and the quantity required checked. You can hang more sash with "ACCO" Round Cord Pulley Chain than you can with sash cord. There's no knotting—it's all used.

"ACCO" Round Cord Pulley Chain is easily handled, and won't deteriorate in stock. It is packed in strong cloth bags containing 100 feet of chain, with 20 weight fixtures—enough for five double hung sashes.

"ACCO" Round Cord Pulley Chain comes in two finishes—Coppered Steel and S. R. P. (Special Rust Proof). Order from your regular jobber. If his stock hasn't arrived, write us direct. We'll give you immediate delivery.

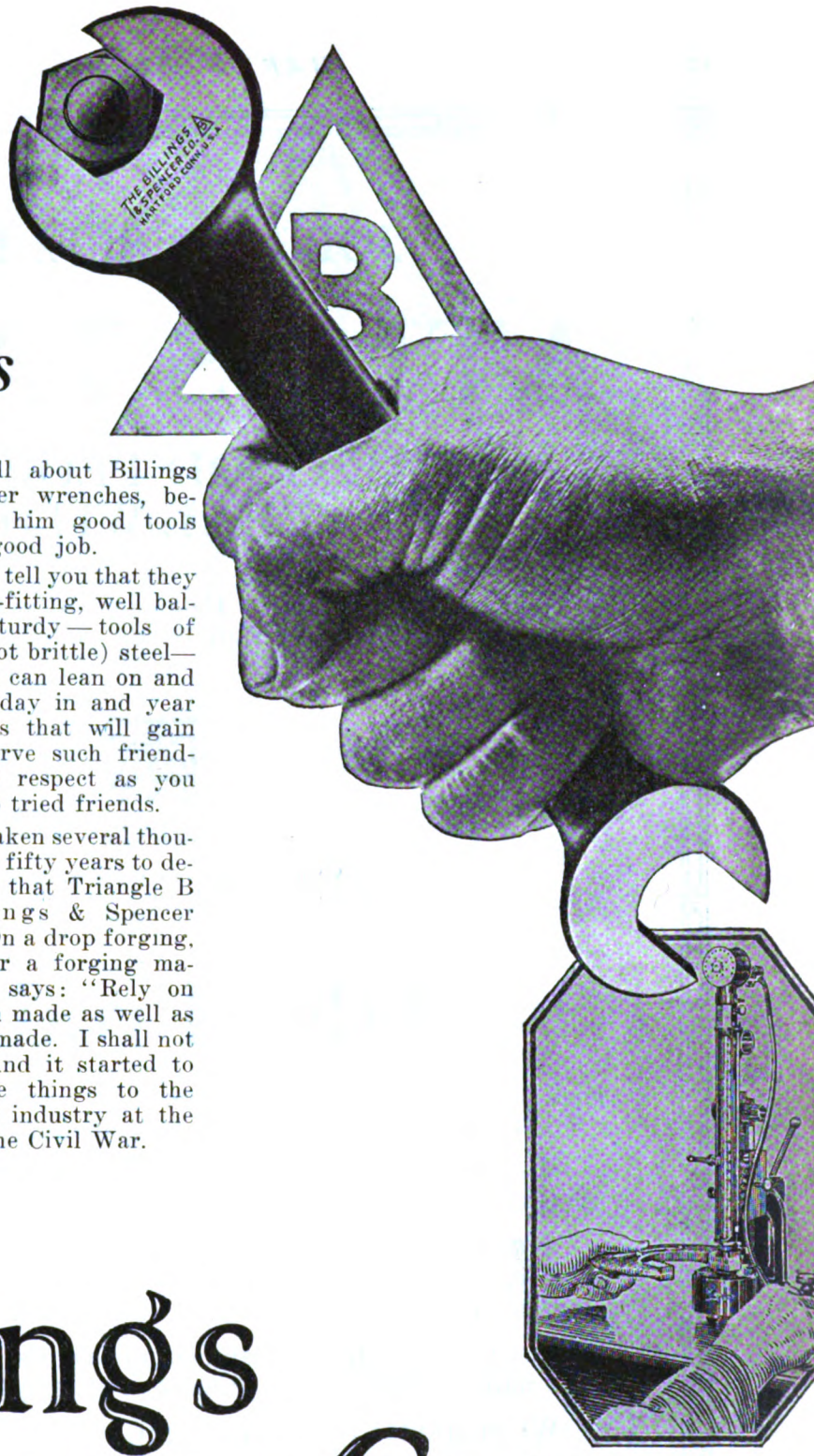
MANUFACTURED ONLY BY

AMERICAN CHAIN COMPANY
INCORPORATED
BRIDGEPORT, CONN., U.S.A.

Largest Chain Manufacturers in the World

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Barked Knuckles



A SET of barked knuckles will teach you more about a wrench than a course in mechanics.

A round shouldered nut you can't get a grip on will add to this knowledge more than a year in a factory.

That's the way you learn that one wrench slips and the other grips—that one nicks its sharp edges under pressure while the other holds true — that one wears out and the other endures. Yes, there is all that difference between such simple things as one wrench and another.

They may look somewhat alike. But the wrench that fits and holds and endures is marked—for you—with Triangle B.

Ask your mechanic. He knows all about Billings & Spencer wrenches, because to him good tools mean a good job.

He will tell you that they are hand-fitting, well balanced, sturdy — tools of tough (not brittle) steel—tools you can lean on and rely on, day in and year out—tools that will gain and deserve such friendship and respect as you accord to tried friends.

It has taken several thousand men fifty years to develop all that Triangle B of Billings & Spencer means. On a drop forging, a tool, or a forging machine, it says: "Rely on me. I am made as well as I can be made. I shall not fail." And it started to say these things to the world of industry at the time of the Civil War.

The scleroscope tests hardness steel by the rebound of a diamon tipped weight. Modern and scientif forging countenances no guess-wo

The Billings & Spencer Co *Hartford*

The First Commercial Drop Forging Plant in America

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JOBBERS SELLING

ATLAS TACKS

ARE GOOD PEOPLE TO DEAL WITH

You can judge a man by the company he keeps. If your jobber handles Atlas Tacks he can be depended upon to handle other good goods.



Registered Trade Mark

When you see this trade mark on a package of tacks, nails, or rivets, you know that you are getting full value.

Atlas Products

cost no more than inferior goods, yet our packages do contain "The Greatest Quantity of Quality at the Price."

We are the LARGEST and OLDEST manufacturers of TACKS and SMALL NAILS in the world.

About twenty thousand different kinds and sizes in iron, steel, copper, brass, and zinc—electroplated, galvanized, tinned, enameled and japanned.

Our line includes iron and copper rivets, copper burrs, staples, wire nail specialties, and numerous other packaged products.

We guarantee full NET weight.

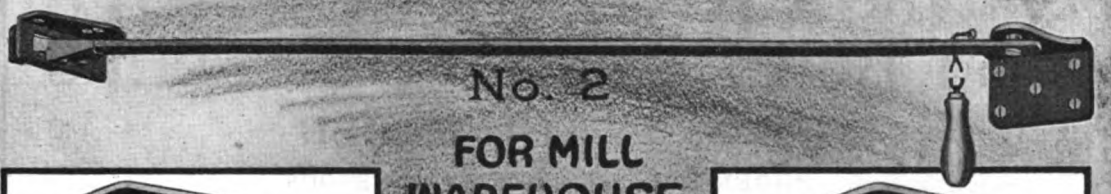
ATLAS TACK COMPANY

Fairhaven, Massachusetts, U. S. A.

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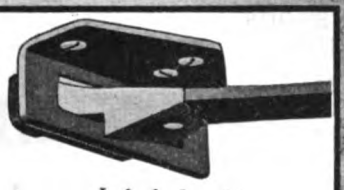
RUSSWIN
RUSSELL & ERWIN

SELF-ADJUSTING HOLD OPEN ARMS



No. 2

FOR MILL WAREHOUSE OR GARAGE DOORS



In locked position



Unlocked. Bar tilted so that locking lug slides through the strike



For Right or Left Hand Reverse Bevel Doors

THE advantage of the Russwin Hold-Open Arm over others of this type is in the Self-Adjusting feature which provides for any sag of the doors. All working parts have been planned to allow perfect freedom of action even when the doors have sagged, yet the locking action is positive under all conditions.

A pull on the chain tilts the arm, disengages the locking lug from the strike and allows the arm to slide through the strike. When pressure is removed from the chain the arm and locking lug drop into a locked position by gravity.

RUSSELL & ERWIN MFG. CO.
The American Hardware Corp., Successor
NEW BRITAIN, CONN.
New York Chicago San Francisco London, Eng.

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PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK BY THE FOLLOWING HOUSES

W. T. McFIE SUPPLY COMPANY
Los Angeles, California

THE VALLEY MERCANTILE CO
Hamilton, Montana

MONTANA HARDWARE CO.
Butte, Montana

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELFER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah Pocatello, Idaho

GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHER COMPANY
Sacramento, California

MANUFACTURED BY

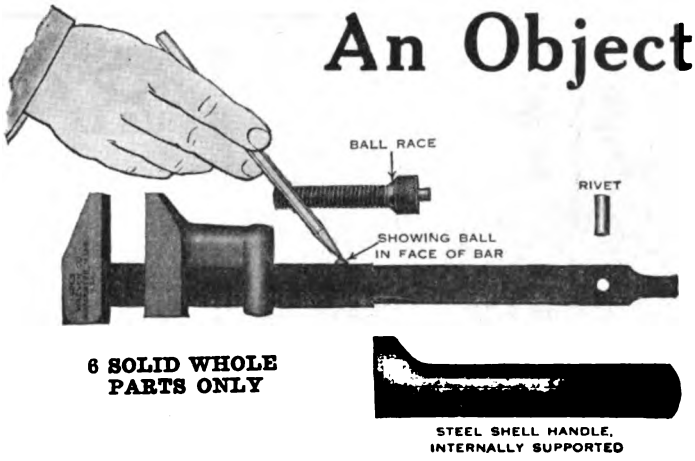
PHOENIX HORSE SHOE CO.

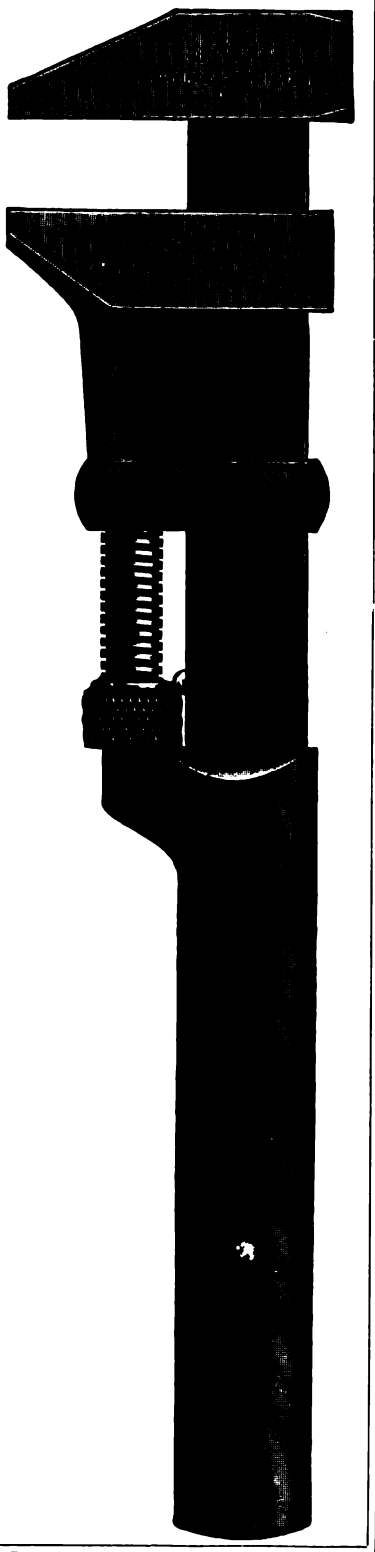
Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK

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An Object Lesson—





In Wrench Construction

One of the quickest, easiest and surest ways to sell a Coes Steel-Handle Wrench is to lay one on the counter and alongside of it place any of the Coes Wrench ads which show the wrench dissected as in this ad.

A mechanic always likes to see how a tool is made—he is particularly interested in this picture which shows that a Coes Steel-Handle Wrench is so simple in its construction that it requires only six solid whole parts to make the complete wrench.

Now watch him look at that "exposure"—first his eyes will follow the pencil pointed at that little ball in its firmly fixed place in the face of the bar—next he glances at that smooth, hard steel ball race and sees the reason for its quick, easy adjustment. Then he notices that steel shell handle internally supported and last, but not least, he is impressed with that strong little steel rivet and the Coes method of securing the handle with it.

Now he picks up the complete wrench and while he's thumbing and adjusting it—just tell him to try it on any nut, on any implement, or machine in your store. His conclusion is a vision of the Coes Wrench doing big jobs in a big way in a big shop.

He walks out with a "Coes"—you walk back to the cash register. Try it and see.

Ask your Jobber to supply you

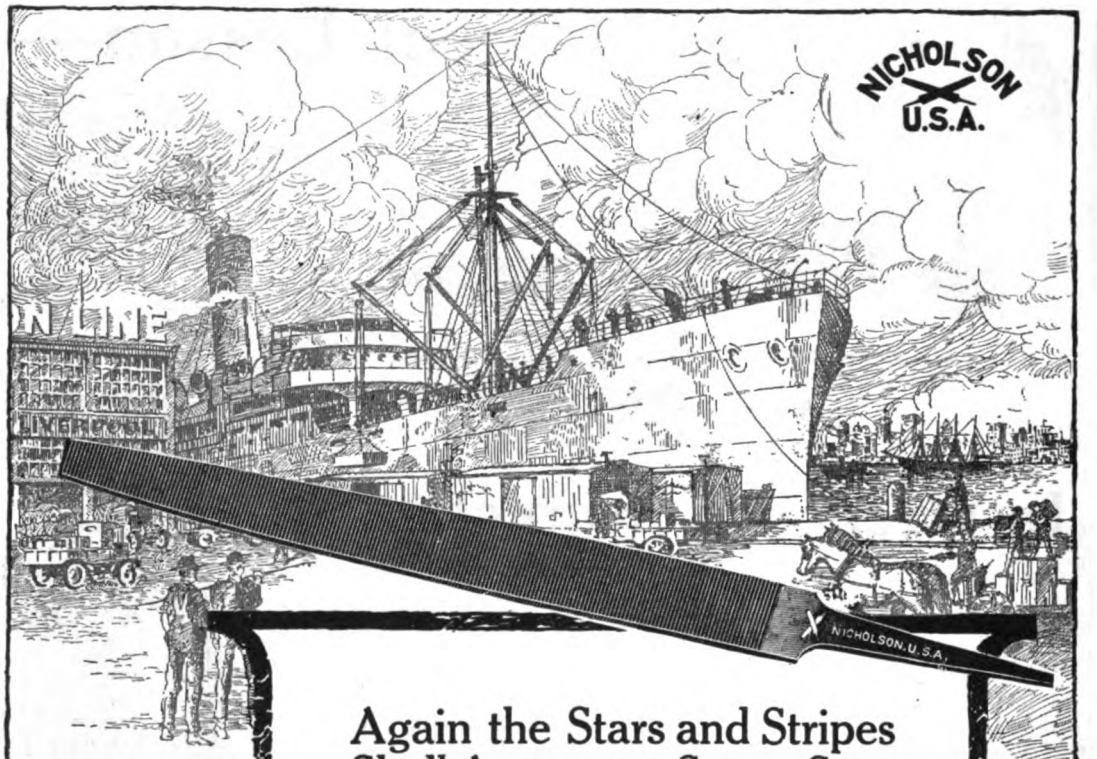
COES WRENCH CO.

Established 1841 in

WORCESTER, MASS.

JOHN H. GRAHAM & CO., 226 Market St., San Francisco, Cal.
J. C. McCARTY & CO., 29 Murray St., New York.
J. H. GRAHAM & CO., 113 Chambers St., New York.
HUGHSON & MERTON, Inc., Portland, Ore.; Los Angeles, Cal.; San Francisco, Cal.; Denver, Colorado.

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Again the Stars and Stripes Shall Appear on Seven Seas

The Nicholson File Company was founded just as the Civil War had sealed the fate of America's Sailing Fleet. Through more than half a century this company has grown. And now

Nicholson Files

are helping to speed a new American Merchant Marine down hundreds of busy ways—ships of steel to carry American goods and the American Flag into the world's ports of trade—the FILES that CUT the FASTEST and SMOOTHEST.

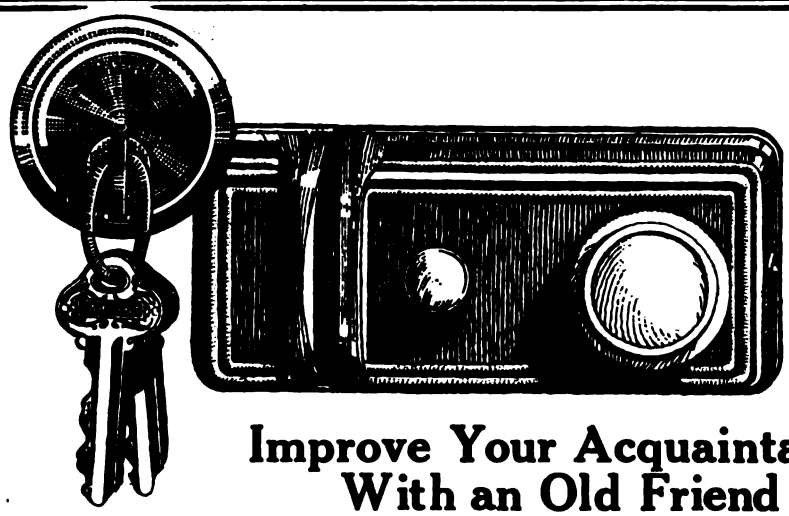


Write for our Catalog and for File Filosophy — a fifty years' education in Files and Filing in an hour's reading.

Nicholson File Co.

Providence, Rhode Island
U. S. A.

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Improve Your Acquaintance With an Old Friend

About every so often a good salesman stocks you with a novelty that goes well, **when you demonstrate.** You sell it (at a profit, too) without waiting for customers to ask. And it makes you a better merchant, as well as paying returns.

Now apply that energetic spirit to a tried and trusty staple—

Sargent Cylinder Day and Night Latch

You have no idea how many people you can induce to buy one when you try. It is a standby that boosts turnover at all seasons. Customers appreciate the purchase for years.

How many householders have a secure fastening on their **back** doors? Dozens of Sargent Cylinder Day and Night Latches can be sold for this purpose. **Sold,** by **you,** the man people look to for sound advice on hardware.

The front doors you pass—do you notice whether they are fitted with reliable cylinder locks? If not, nail each owner or tenant the first chance you get and make a quick sale.

Storekeepers and people living in apartments need the protection of a Sargent latch reinforcing each outside door. Remind them of it.

The number **you can sell** depends only upon the number of your customers—at least one latch to each. Try it.



Press the button to deadlock the bolt or to hold it back.

"Put your own key in your own front door."

Sargent advertising in national magazines is hammering away to arouse greater building activity. Peace brings brisk business to the hardware trade—let's step out to meet it.

SARGENT & COMPANY

Hardware Manufacturers

NEW HAVEN, CONN.

New York **Boston** **Chicago**



Pull the button to release the bolt.

SARGENT

LOCKS AND HARDWARE

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Common Sense About Hack Saws

It is not reasonable to try out a blade on high speed steel that you intend to use for cutting machine steel. Testing a blade in a hand frame gives little indication of what kind of work it will do in a machine. The testing of only one or one dozen blades will not determine what kind of work a brand will do continuously. The only fair test of a Hack Saw Blade is the test of continuous use for a reasonable period of time under normal shop conditions.

Goodell-Pratt blades are made to stand up under continuous shop use and not freak tests. The shape of teeth and the staggered set is in accordance with the most up-to-date design; and the methods conform to the very latest and best shop practice.

GP 888 G GP 777

Goodell-Pratt Company *Toolsmiths* Greenfield, Mass., U. S. A.

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To cut down the cost per cut

Follow the Chart

Make your hack sawing just as efficient as any other machine tool operation. Choose your blade according to your work. You can't cut cold-rolled and heavy angle iron with the same blade without a waste. Whether you are cutting by power or by hand, big quantities of a comparatively few kinds and shapes of metal or smaller quantities of a lot of different things—there's a Starrett Hack Saw that will meet your needs most efficiently.

Get the most out of every box of saws you buy. Use them for the purpose for which they were made.

A copy of the Starrett Hack Saw Chart BF sent free upon request.

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



Has each of your customers a copy of The Starrett Hack Saw Chart?

42-970

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DIETZ
"EUREKA" DRIVING
LANTERN

EASY TO SELL

THE Dietz "Eureka" is the finest little Driving Lantern for all light horse drawn vehicles.

A little Prize Lantern that attracts customers because it complies with all night driving laws and is so small and light in weight.

Also has considerable reputation as an Automobile Parking Lantern—saves batteries when the car stands idle at the curb.

Dietz "Eureka" Driving Lanterns are live, saleable merchandise—the only kind it pays you to handle.



7¼ Inches High

⅝ Inch Wick

2¼ Inch Ruby Rear Danger Signal

Handsome Black Enamel Finish with Nickel-plated Door Rim

R. E. DIETZ COMPANY

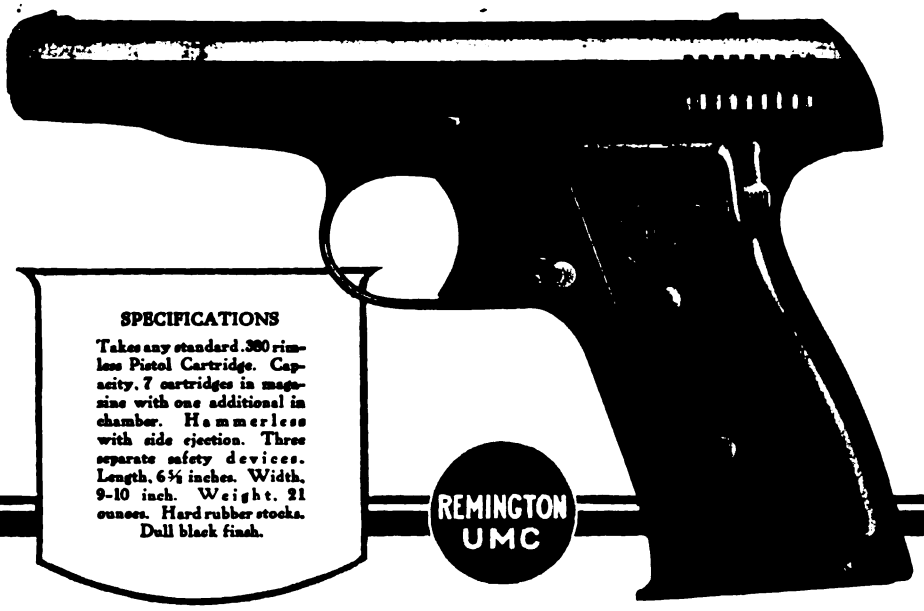
NEW YORK

Largest Makers of Lanterns in the World
Founded 1840

More Quality—More Demand—More Sales—More Profit

Your Jobber Stocks DIETZ Lanterns

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SPECIFICATIONS

Takes any standard .380 rimless Pistol Cartridge. Capacity, 7 cartridges in magazine with one additional in chamber. Hammerless with side ejection. Three separate safety devices. Length, 6½ inches. Width, 9-10 inch. Weight, 21 ounces. Hard rubber stocks. Dull black finish.

The *New* Remington .380 Automatic Pistol

THE *New* Remington .380 Automatic Pistol is the result of several years' intensive effort to improve upon existing models of pocket firearms. It is superior in many ways, particularly in that it is especially designed to fit the hand and has a remarkable self-aiming quality; but above all it is *completely* safe.

1. The automatic grip safety prevents firing unless handle is grasped and trigger pulled; permits carrying fully cocked with entire safety.
2. Thumb-operated safety lever adds safety when pistol is laid away or carried.
3. Magazine-removal automatic safety device prevents possibility of firing if cartridge is left in chamber when magazine has been removed.

In addition, this Model 51 is superior in lightness, compactness and in the number (eight) and speed of shots that can be fired from one loading, and it shows the usual Remington craftsmanship from butt to muzzle.

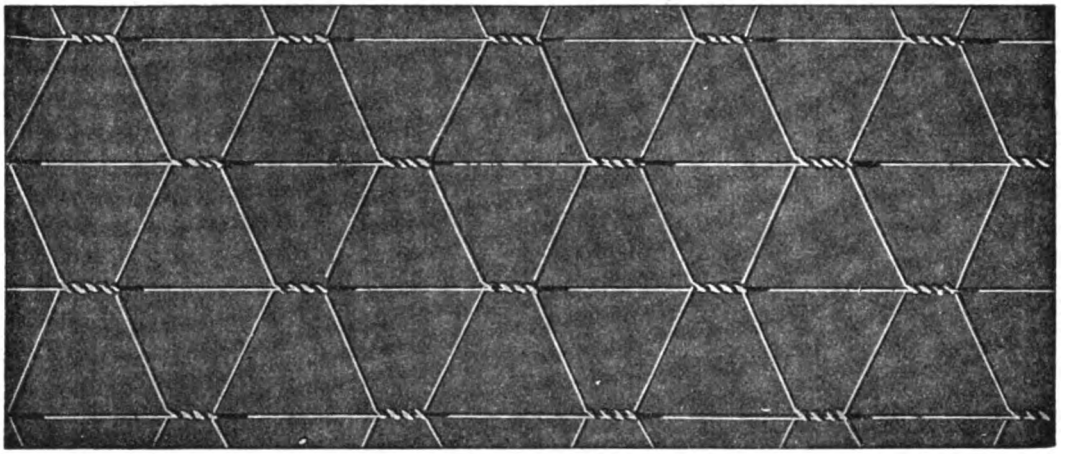
Every dealer will recognize the possibilities of the *New* Remington .380 Automatic Pistol as a merchandising proposition. Write us for information on the Model 51.

ASK YOUR JOBBER

THE REMINGTON ARMS UNION METALLIC CARTRIDGE CO., Inc.
Woolworth Building New York City

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

San Francisco Los Angeles Portland Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

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DU PONT AMERICAN INDUSTRIES

Sell Him DU PONT Mr. Dealer



"That's the load for you, Mr. Shooter!"

If you want to sell the sportsman 100% satisfaction, lay down a box of Dupont or Ballistite loads on your counter when he calls for shells for his hunting trip.

These powders are fast and snappy—have a "rep" for "pep"—and they'll put the punch behind the shot—they're game-getters!

For over 100 years Du Ponts have been making powders and they are right "in the know" when it comes to making powder for every type of a "shootin' iron."

Sell 'em Du Pont Powders, Mr. Dealer, and you have sold 100% satisfaction and retained satisfied customers—your best advertisement.

Have you received our new Sporting Powder hanger—it's a dandy and will be sent on request made direct to our Advertising Division.

E. I. du Pont de Nemours & Co., Inc.

Sales Department **Explosives Division**

Wilmington, Delaware

THE PRINCIPAL DU PONT PRODUCTS ARE:

Explosives: Industrial, Agricultural and Sporting. **Chemicals:** Pyroxylin Solutions, Ethers, Bronzing Liquids, Coal Tar Distillates, Commercial Acids, Alums, etc. **Leather Substitutes:** Fabrikoid Upholstery, Rayntite Top Material, Du Pont Rubber Cloth. **Pyroxyln Plastics:** Ivory, Shell and Transparent Py-ra-lin, Py-ra-lin Specialties, Challenge Cleanable Collars and Cuffs. **Paints and Varnishes:** For Industrial and Home Uses. **Pigments and Colors:** For Industrial Uses. **Lithopone:** For Industrial Uses. **Stains, Fillers, Lacquers and Enamels:** For Industrial and Home Uses. **Dyestuffs:** Coal Tar Dyestuffs and Intermediates.

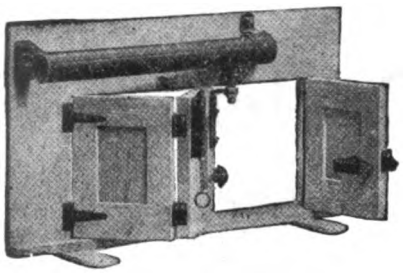
For full information address: Advertising Division, E. I. du Pont de Nemours & Co., Wilmington, Delaware.

Visit Du Pont Products Store When in Atlantic City

DU PONT

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Making Heavy Garage Doors Yield to Gentle Fingers



Place this display model on your counter. Let car owners see it, and know how easily the doors operate, and you will soon multiply your garage door hanger business.

Do a big business on a small investment with the display outfit and a few sets in stock, reordering as you sell.

You know what "Cannon Ball" did in the barn do hanger business—jumped into first place in sales almo overnight. Every farmer wanted "Cannon Ball. The same big selling success is being duplicated i

"CANNON-BALL" GARAGE SETS

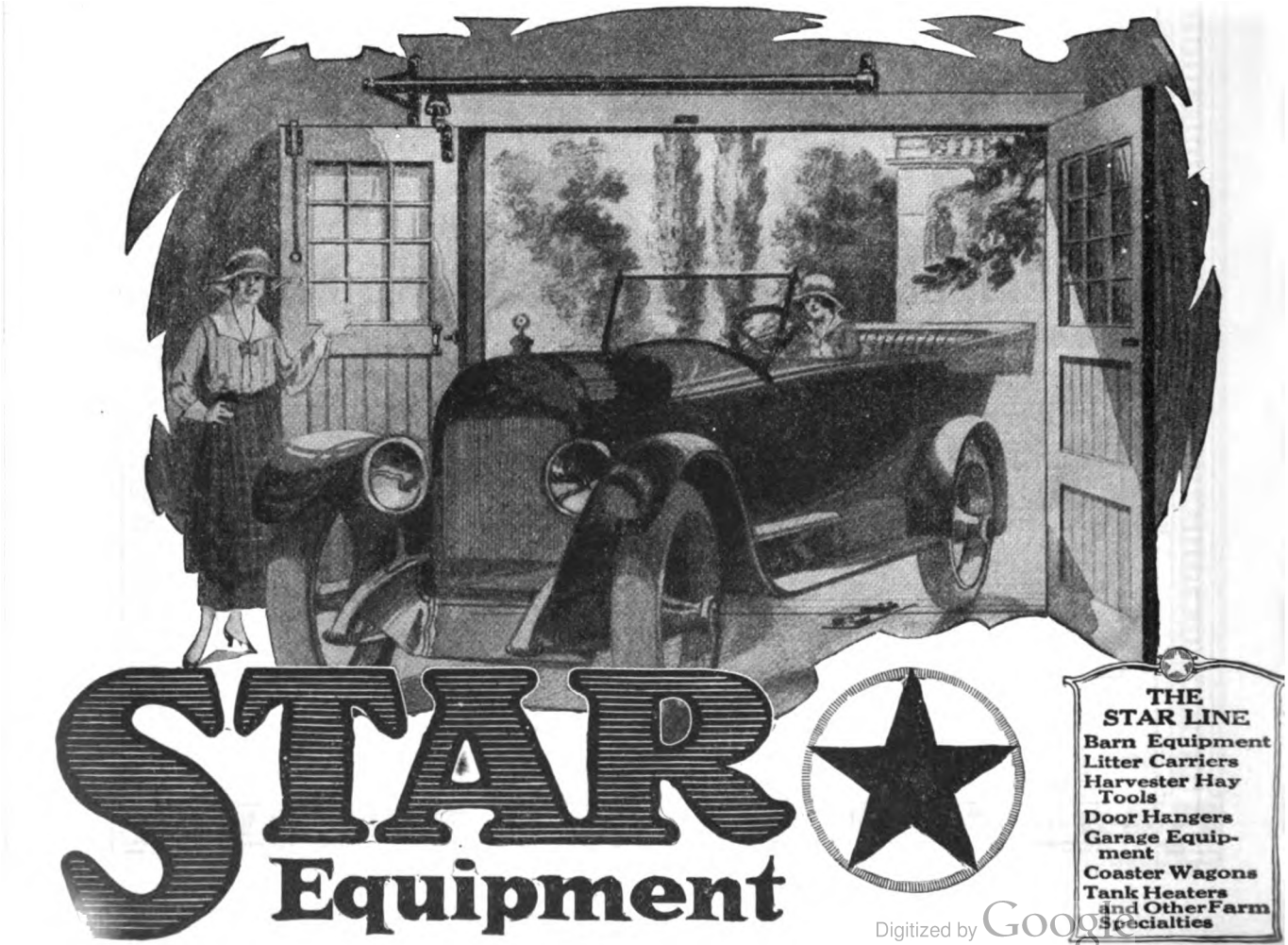
Puts ease and convenience into operating garage doors. Eve car owner wants them. Fit any door opening and make t doors absolutely weather tight, and secure against sagging.

Sell the complete set, packed in a box; includes door hange hinges, spring bolts, brackets, door latch, screws, etc.

Cannon-Ball Door Hangers give you hangers to fit any need hanging doors for house, barn, or garage. They are but one the many fast selling articles in the STAR Line.

HUNT, HELM, FERRIS & COMPANY

Harvard, Ill. *Complete Barn Outfitters* **Albany, N.**



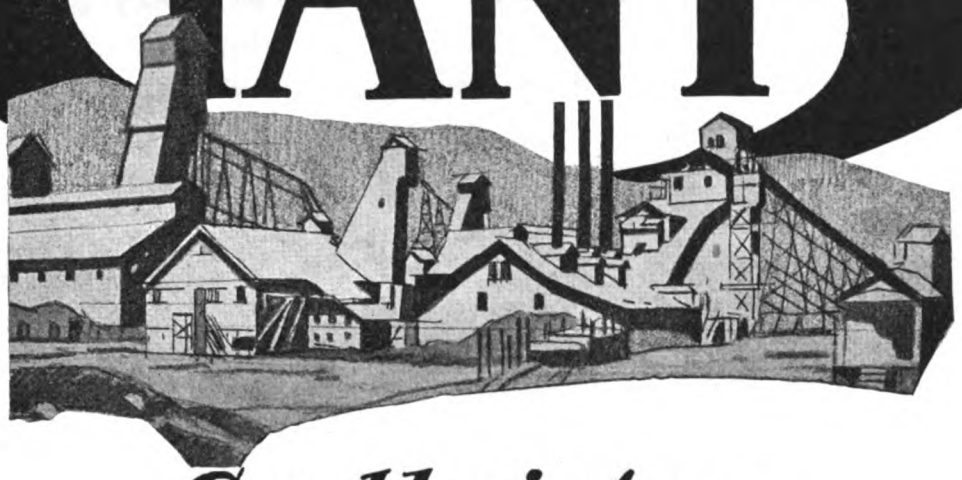
STAR Equipment

THE STAR LINE

- Barn Equipment
- Litter Carriers
- Harvester Hay Tools
- Door Hangers
- Garage Equipment
- Coaster Wagons
- Tank Heaters and Other Farm Specialties

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GIANT



Cuts blasting costs

Giant Explosives will do your customers' blasting better and more economically than ordinary powders or dynamites.

For more than 50 years they have been made in the West by a Western company.

Naturally they are peculiarly adapted to mining, quarrying or engineering operations under Western conditions.

Because of the constantly growing demand for Giant Farm Powders and other Giant Explosives we are looking for live, aggressive dealers in farming, mining and lumbering sections. We help our dealers build up a profitable business. Let us tell you how. Write today.

THE GIANT POWDER CO., Con., San Francisco

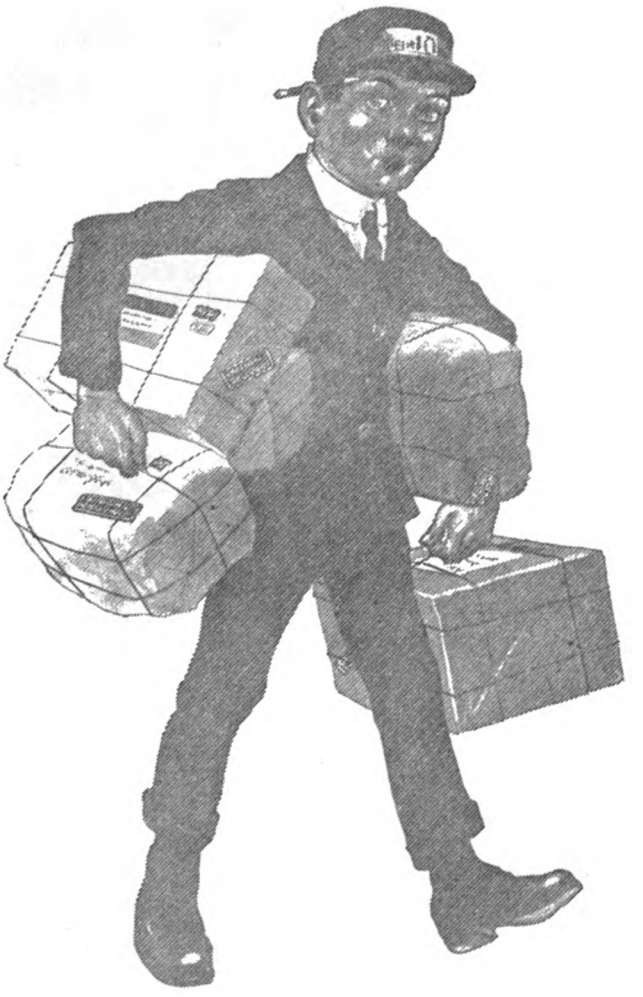
"Everything for Blasting"

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane

EXPLOSIVES

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COLUMBIAN TWINES



COLUMBIAN ROPE COMPANY

"The Cordage City"

AUBURN N.Y.

BRANCHES . BOSTON . NEW YORK . CHICAGO .

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Every 2 minntes a National Cash Register leaves the factory

Consider for a moment just what this means

IT means that every two minutes a wide-awake merchant somewhere in the world is installing a modern National Cash Register.

It means that during every ten-hour working day, more than three hundred merchants are convinced that they can conduct their business better with a National Cash Register.

It means that every month in the year more than seven thousand stores are adopting the safe, economical, efficient National Cash Register System.

It means that wherever cash is handled or merchandise sold, the National Cash Register System has come to be recognized as the quickest, most accurate, most economical method of making and recording transactions.

There is a National Cash Register especially adapted for your business. Write today for full information.

The National Cash Register Company
Dayton, Ohio
Offices in all the principal cities of the world

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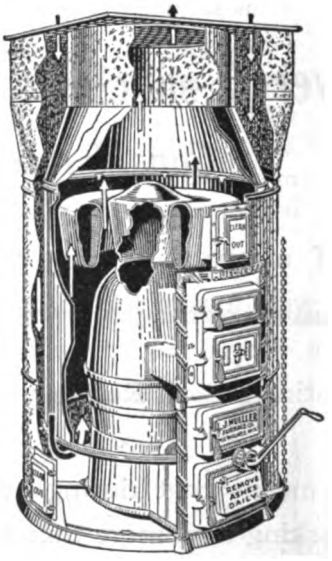
Why Dealers Quickly Build Up Sales with the

MUELLER PIPELESS FURNACE

It's the natural result of handling a leader. Instead of doing a lot of missionary work and slowly building up sales, Mueller Dealers step right in on a well-laid foundation. People everywhere know the Mueller Pipeless Furnace. It has been extensively advertised. Thousands have been installed throughout the country. It gives such satisfaction that dealers not only like to handle it but many of them have written us that they have installed it in their own homes.

POSITIVELY SAVES ON FUEL

A 1/3 saving is a conservative estimate. Many home owners tell us the Mueller Pipeless Furnace saves them ½ on fuel. That's because it is properly designed and built to apply nature's laws of air circulation. It is the result of scientific study and development of heating systems by the L. J. Mueller Furnace Co. for over 62 years.



It burns all fuels—hard or soft coal, coke, wood, gas, lignite or oil. Provides moist, healthful heat. Guaranteed to heat every room in the house comfortably through one register.

Can be installed easily and quickly without tearing up floors or walls.

Write for The Mueller Book

Get the Mueller Book, "The Modern Method of Heating Your Home," which explains in detail how the Mueller Pipeless Furnace is constructed to heat satisfactorily at a big fuel saving. And let us tell you about our good offer to dealers. Write today.

L. J. MUELLER FURNACE CO.

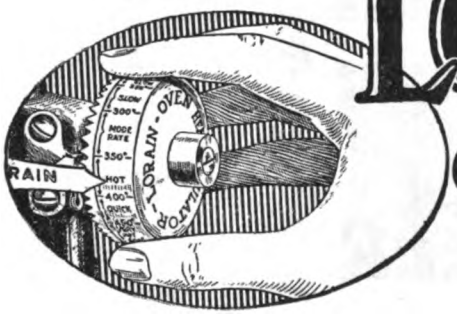
Makers of Heating Systems of All Kinds Since 1857
233 Reed Street, Milwaukee, Wis.

DISTRIBUTORS

THE SALT LAKE HARDWARE COMPANY,
Salt Lake City, Utah, and Pocatello, Idaho.
HOLBROOK, MERRILL & STETSON,
San Francisco and Los Angeles, California.

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburgh, Scranton, Lancaster and Philadelphia, Pa.; Baltimore, Md.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Neb.; Aberdeen, S. D.; Seattle, Wash.

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"LORAIN" Oven Heat Regulators and Our Plan Mean More Profits For You

BEFORE the coming of the "Lorain" Oven Heat Regulator, gas ranges differed in minor details only — no important improvements, except in appearance, had been made before. Price was the chief factor in competition. Thus sales and profits suffered.

"Lorain" now offers you a genuine opportunity to secure a profitable business for your gas range department. It fills an age-old demand — accurately measured oven heat by which cooking is improved and time and labor saved.

"Lorain" and its matchless service are being nationally advertised — one part of a comprehensive merchandising plan. Sales records are being broken nearly every day. Sellers of gas ranges equipped with this wonderful invention, are reaping a profitable business they once thought impossible to gain.

Your copy of our merchandising book is ready. Send for it today by mailing the coupon. Learn more about this great gas range betterment and the plan behind it. Do it now.



AMERICAN STOVE COMPANY
Largest Makers of Gas Ranges in the World
610 Chouteau Ave. St. Louis, Mo.

"LORAIN" *is found only on the following gas ranges:*

Clark Jewel—
George M. Clark & Co. Div., Chicago, Ill.

Dangler—
Dangler Stove Company Div., Cleveland, Ohio.

Direct Action—
National Stove Company Div., Lorain, Ohio.

New Process—
New Process Stove Co. Div., Cleveland, Ohio.

Quick Meal—
Ringen Stove Company Div., St. Louis, Mo.

Reliable—
Reliable Stove Company Div., Cleveland, Ohio.

AMERICAN STOVE COMPANY
610 Chouteau Avenue, St. Louis, Mo.

Send me a copy of your new merchandising program book, also details of the "Lorain" Oven Heat Regulator.

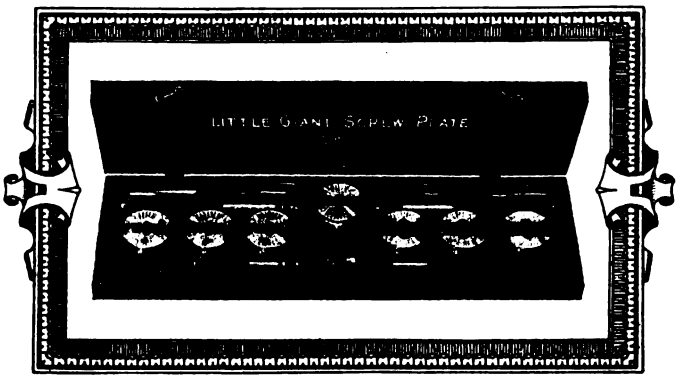
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Street .....

City .....

State .....

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The price of good service

The man who sends his car to a repair shop wants two things—dependable work and quick work.

He wants results — not excuses; performance — not promise. Satisfied, he is a friend for life—a booster—the best advertisement that can be bought.

The price a shop pays to give a customer good service is often no more than the price of a

Look for the trademark

SCREW PLATE

These handy tools in a shop eliminate guesswork and make many repair jobs easy. They represent exactly the difference between "just ordinary" work and the best work that can be done. And the time and labor they save on the first few jobs will pay their cost many times over.

"LITTLE GIANT," "O. K.," "GREEN RIVER," "LIGHTNING."

The Screw Plates that save dollars.

Remember these names when customers ask for screw plates

GREENFIELD
TAP & DIE CORPORATION
Greenfield, Massachusetts, U.S.A.
World's Largest Manufacturers of Screw Cutting Tools

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Peters
HIGH GUN
IDEAL
PREMIER
TARGET

Remington UMC
ARROW
NITRO CLUB

SELBY LOADS
CHALLENGE GRADE
SUPERIOR GRADE

U.S. BLACK SHELLS
AJAX
CLIMAX

Western
FIELD
RECORD

WINCHESTER
REPEATER
LEADER

INFALLIBLE
"E.C."

Bunch Your Sales

Give your customers a chance to show you what they can do! Don't let them be satisfied with an *average* score at the traps—or a hit-or-miss day in the field. Bunch your sales *and keep 'em bunched* by selling shells loaded with Infallible or "E. C."

Your customer can shoot these powders in his *favorite shell,* for any one of the 14 standard brands listed at the left can be bought loaded with

HERCULES
Smokeless Shotgun
POWDERS
INFALLIBLE *"E.C."*

These powders never vary. They will always burn free and clean, give high velocity with light recoil and uniformly even patterns.

The next time you order loaded shells insist that they be loaded with a Hercules Smokeless Shotgun Powder, Infallible or "E. C."

HERCULES POWDER CO.
1017 Chronicle Bldg.,
San Francisco, California



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CLARK HEATERS

For FALL TOURING AND WINTER DRIVING



No. 8XX Clark Heater—The Duchess
The Handsomest Heater Ever Built.

Covered with rich velvet plush in blue, green or maroon shades.
Extra wide, highly finished, nickel plated, flange at ends.
Extra heavy body construction and insulation.
All outside metal parts quadruple nickel plated—de luxe finish.
Side and end heat controls to give perfect heat regulation.
Two Fuel Drawers—one in each end to use double charge of fuel, if wanted, in extreme weather.
24 inches long. Weighs 12 lbs. **Retail Price, $10.00**

The No. 5B Clark Heater retailing at $2.60, the 7C at $3.60 and the famous No. 7D Clark Heater at $4.00 are BIG SELLERS.



CLARK CARBON FUEL

THE WORLD'S BEST

Densely compressed into brick form to concentrate the maximum of heat-giving properties in the smallest volume and to produce a fuel so compact as to last 12 to 14 hours, giving off a continuous and generous heat. No other fuel compares with it for quantity of heat and lasting qualities.

The cost of operating a Clark Heater with Clark Carbon is about one-half cent per hour.

Dealers: A stock of Clark Heaters and Clark Carbon represents but a small investment for a quick turnover and good profit.

Order Now. From Your Jobber or From Us

Complete Price List Mailed on Request

CHICAGO FLEXIBLE SHAFT COMPANY 5604 Roosevelt Road, Chicago, Ill.

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Lasts Three or Four Times as Long

"Customers of mine claim that Toncan Metal has proven to easily stand in use three or four times as long as the same gauge steel."

So writes a Tinner who has had wide experience with Toncan Metal.

So could thousands of other tinners and dealers write of Toncan Metal; for Toncan Metal sheets and products have proven their worth under every condition of service.

In Toncan Metal modern science has been combined with care and attention to detail, to produce even better sheet metal than the sheet iron of our grandfathers' day, that gave such splendid service.

It will pay you to investigate this better sheet metal—write nearest distributor at once for quotations and a copy of the book, "Corrosion—The Cause—The Effect—The Remedy."

THE STARK ROLLING MILL CO. - Canton, Ohio

Coast Distributors

THE BERGER MFG. CO., OF CAL.
San Francisco—Los Angeles

HOLBROOK, MERRILL & STETSON
San Francisco—Los Angeles

THE FAILING-McCALMAN CO.,
Portland, Ore.

TONCAN METAL

Resists Corrosion

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E. C. SIMMONS
KEEN KUTTER
CUTLERY AND TOOLS
FULLY GUARANTEED
STANDARD OF AMERICA

Under the KEEN KUTTER Trade Mark

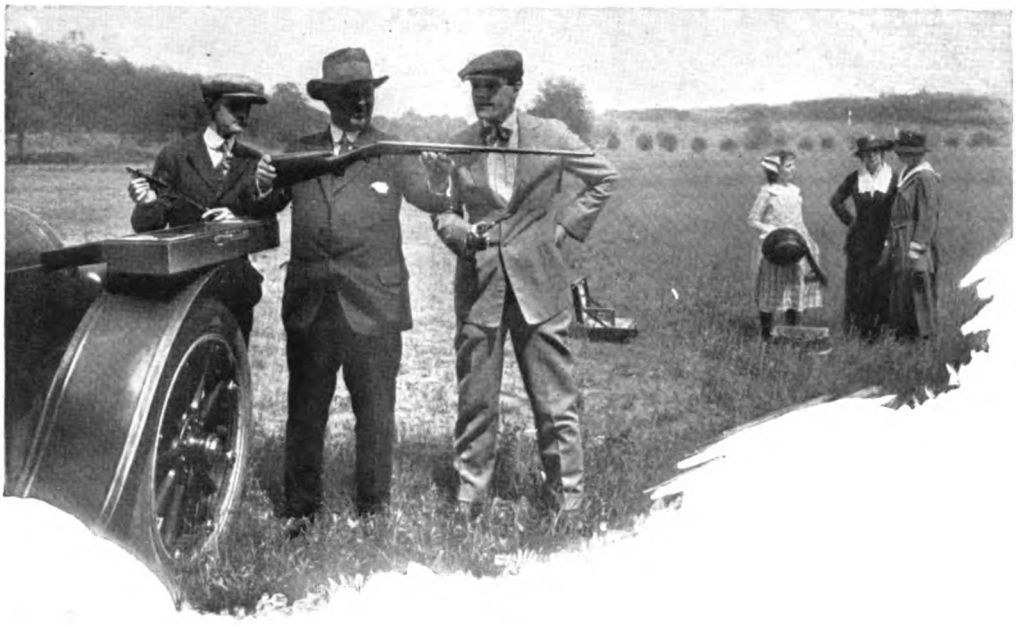
— We manufacture Tools and Cutlery for every use and are anxious to sell Them to Dealers who believe in getting a legitimate profit.

HANDLE A LINE THAT SHOWS YOU A SATISFACTORY PROFIT

SIMMONS HARDWARE COMPANY
ST. LOUIS, U.S.A.

"THE RECOLLECTION OF QUALITY REMAINS LONG AFTER THE PRICE IS FORGOTTEN."
TRADE MARK REG. U.S. PAT. OFF. E.C. SIMMONS.

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New customers for guns and ammunition

New business—new profits

AN absolute novelty in shooting is now offered to the trade. This novelty, the Winchester Junior Trapshooting Outfit, is to be backed by a big advertising campaign. This means an entirely new class of business to all dealers in sporting goods.

Our appeal is made to every well-to-do family head in the United States. Our drive is being launched through the leading general publications and the sporting and trade papers.

The response is sure to be enormous. This drive will bring out a brand new batch of gun enthusiasts with lots of money in their pockets.

New customers and steady customers for your store—a permanent additional slice of business—that's what the Winchester Junior Trapshooting Outfit means to you. Men, women and boys who buy from you are going to become regular customers, not only for ammunition and additional clay targets, but for other guns and sporting goods as well.

These new customers won't stop short with the .410 outfit. They'll want the big shotguns and rifles too.

Here is your chance to add a definite percentage to your business, by taking good care of this new class of trade.

If your jobber cannot supply you, write us direct for our Dealer Proposition.

WINCHESTER REPEATING ARMS CO.
New Haven, Conn. U. S. A.

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A whole new field of sport

A NEW game is locked up in the trim, compact assembly of the Winchester Junior Trapshooting Outfit — the Winchester game of *family trapshooting* —an entirely new contribution of sport to the American people.

The Winchester Junior Trapshooting Outfit makes trapshooting so easy that every one can do it—so fascinating that none can resist it—so inexpensive that any well-to-do family can afford it.

It makes the sport formerly followed by an occasional enthusiast a real live pastime for adults and children wherever they get together for a good time in the open.

At picnics, on boating parties, week-end trips, at summer and winter resorts –wherever American families go—the Winchester Junior Trapshooting Outfit will this year be the prime fun-maker.

The new Winchester game is so fascinating and simple that it will capture old and young alike. It's a continuous shoot—one member of the party doing the shooting and another throwing the clay "birds" from the hand trap.

Scores are kept, competitions and matches held, handicap tournaments shot off.

WINCHESTER REPEATING ARMS CO.
New Haven, Conn. U. S. A.

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The Winchester Junior Trapshooting Outfit complete



Sturdy "midget" hand trap— Winchester made

Make-up of the Winchester Junior Trapshooting Outfit

THE various component parts of the outfit are shown on this page. The wonderful little .410 calibre sport gun is a small Winchester—not a cheap shotgun. It has all the finish, balance and grace of the world-famous Winchester guns and rifles. The hand trap is efficient and sturdy — Winchester made. The shells are given all the care in making that distinguishes the larger Winchester shells.

The "midget" clay targets are just the right size and shape for the pattern made by the .410 sport gun.

The whole outfit is carefully worked out to provide a complete new sport. Even gun oil, gun grease and a cleaning rod are included—for the little sport gun is meant to be treated with respect.

Complete instructions for handling the gun and laying out the shooting-range are included in a book of directions which is furnished with each outfit.

Order your supply from your jobber, or write us direct.

WINCHESTER REPEATING ARMS CO.
New Haven, Conn. U. S. A



Rust Remover



Gun Grease



Gun Oil

The new Winchester .410 shotgun

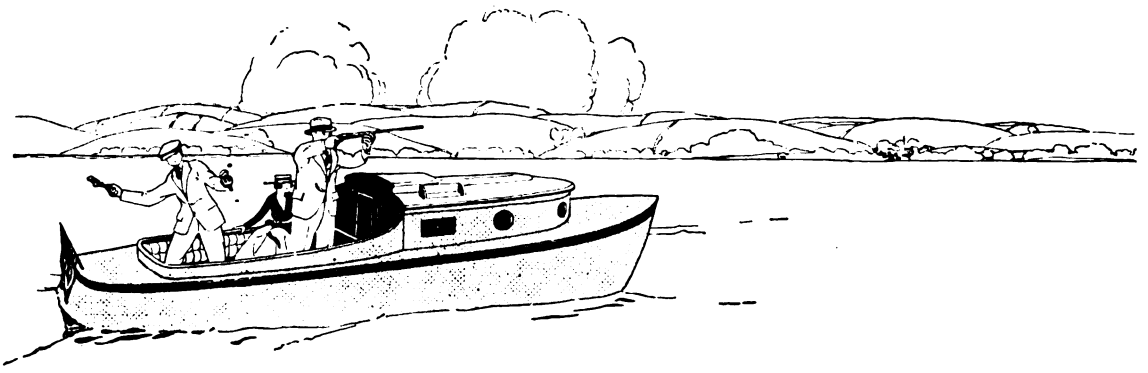


Box of .410 shells for the sport gun



Clay "bird"—the prey of the sport gun

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A wonderful gift set

FEW gifts could be selected with the possibilities of the Winchester Junior Trapshooting Outfit—it brings new fun to every member of the family. The whole neat assembly of the outfit catches the eye and creates a buying desire.

After the outfit is bought the only expense to the owner is for new shells and clay targets. These are very inexpensive considering the amount of sport they give, while profitable from the dealer's standpoint. But the necessity for buying them brings the most desirable class of customers into the dealer's store over and over again.

A wonderful gift for any season—an ideal Christmas gift—thousands of fathers and mothers are going to present this little storehouse of new sport to their families this year.



Are you going to get your share of this new business? An outfit displayed in your window will bring you good business.

If your jobber cannot supply you, write us direct.

WINCHESTER REPEATING ARMS CO.
New Haven, Conn. U. S. A.



WINCHESTER

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Trapshooting's World's Series

REMINGTON UMC

Grand American Handicap

WON BY

G. W. LORIMER, TROY, OHIO,
AT 18 YARDS, SCORE 98x100, 18x20 IN
SHOOT-OFF, USING REMINGTON UMC
ARROW STEEL LINED WETPROOF
SHOT SHELLS

THE 1919 STATE CHAMPIONS
Shooting Remington UMC

Virginia: W. D. Runnells, Staunton, 291x300, with a Remington Pump Gun and Nitro Clubs.

Maine: A. H. Waldron, Richmond, 286x300, with Nitro Clubs.

North Dakota: A. R. Chezik, Portal, 291x300, with Remington Pump Gun.

Indiana: M. E. Dewire, Hamilton, 294x300, with Remington Pump Gun and Nitro Club Shells.

Colorado-New Mexico: W. R. Thomas, Denver, 285x300, with Nitro Club Shells.

Connecticut: H. C. Barstow, Rockville, 293x300, with Nitro Club Shells.

Wisconsin: F. G. Fuller, 294x300 with Remington Pump Gun and Nitro Club Shells.

Pennsylvania: Ed. Hellyer, Alexandria, 295x300, with Nitro Club Shells.

Massachusetts: G. L. Osborn, Brookline, 287x300, with Nitro Club Shells.

Wyoming: A. C. Rice, Douglas, 292x300, with Nitro Club Shells.

South Dakota: Frank Hughes, Mobridge, 291x300, with Nitro Club Shells.

Tennessee: Ollie Williams, Nashville, 288x300, shooting a Remington Pump Gun and Nitro Clubs.

Utah: C. H. Reilley, Salt Lake, 285x300, shooting a Remington Pump Gun and Nitro Clubs.

Ohio: L. M. Weeden, Cleveland, 288x300, with Nitro Clubs.

Missouri: William Akard, Fairplay, 286x300, shooting a Remington Pump Gun and Nitro Clubs.

Delaware: William Foord, Wilmington, 277x300, with Nitro Clubs.

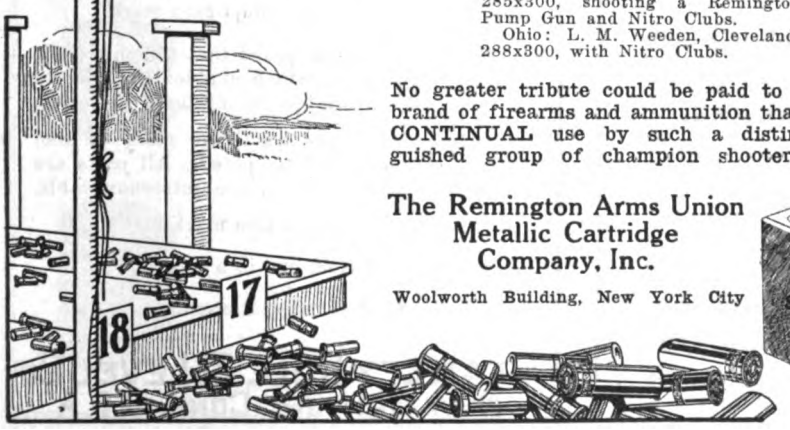
Arkansas: Joe E. Chatfield, Texarkana, 288x300, shooting a Remington Pump Gun and Arrow Shells.

Idaho: Charles Hahn, Lewiston, 283x300, shooting a Remington Pump Gun.

North Carolina: H. A. Morson, Charlotte, 279x300, shooting a Remington Pump Gun and Nitro Clubs.

Maryland: R. D. Morgan, Washington, D. C., 293x300, shooting a Remington Pump Gun.

Arizona: T. L. Edens, Phoenix, 292x300, shooting a Remington Pump Gun and Nitro Clubs.



No greater tribute could be paid to a brand of firearms and ammunition than CONTINUAL use by such a distinguished group of champion shooters.

The Remington Arms Union Metallic Cartridge Company, Inc.

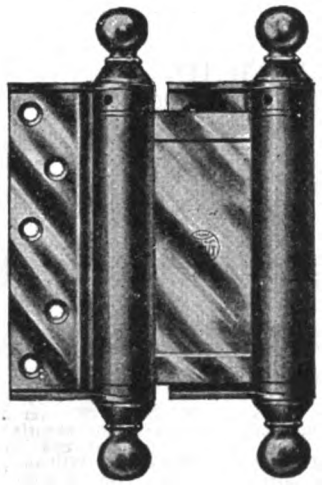
Woolworth Building, New York City



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TRADE
CHICAGO
MARK
SPRING HINGES

Here is the "Triplex"—a hinge in great demand. Note its graceful lines and handsome appearance.



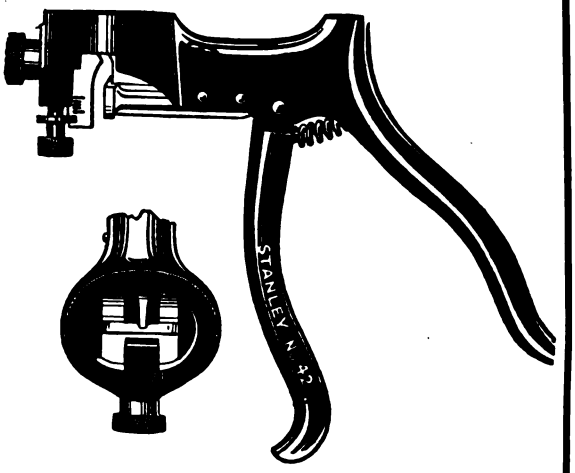
You can safely stake your reputation on its *quality* and *performance*. It swings doors faultlessly. Thousands in use.

Sell a product that brings satisfaction and nets a good profit. Keep well stocked.

Send for Catalogue H-36

Chicago Spring Butt Company,
CHICAGO NEW YORK
Ewing-Lewis Co., San Francisco, Los Angeles
Pacific Coast Representatives

Stanley Tools



Stanley "Pistol Grip" Adjustable Saw Set No. 42

This Saw Set embodies several unique and important features not heretofore seen in tools of this description.

The shape of the body and handle enables the user to operate the tool with great ease and with the least possible exertion, and the saw is held firmly against the gauge while the tooth is being set.

It can be readily adjusted by means of the knurled thumb screw to give a greater or less set to the teeth of the saw, according as the saw is to be used for coarse or fine work. As the anvil or part against which the plunger works is graduated, the same adjustment can be easily obtained for duplicate work.

The tool is so designed that the saw teeth are in plain view, which enables the user to quickly adjust the tool to the tooth to be set.

The plunger and anvil are made of tool steel—hardened and tempered. All parts are carefully machined and are interchangeable.

The tool is given a fine black finish.

Packed one in a box.

Send for special circulars.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

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THE RECOGNIZED LEADER

LOOKS BETTER **LASTS LONGER**



Dealers everywhere are placing their Fly Screen Cloth business on a solid foundation by selling **Galvanoid.** It is firm, durable and attractive, and gives the consumer **complete** satisfaction. Order **Galvanoid.** If your jobber cannot furnish, advise us and we will see that you are supplied.

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

AMERICAN WIRE FABRICS CO.

208 LA SALLE STREET, CHICAGO, ILLINOIS

Factories:
Mt. Wolf, Pa. **Clinton, Iowa** **Niles, Michigan**

Representatives:
Ewing-Lewis Co., San Francisco and Los Angeles, Cal. D. L. Herman, Seattle, Wash.









Corbin Automatic Screw Machine Parts

Special parts made to individual specifications for Hardware, Tools, Bicycles, Spark Plugs, Carburetors, Magnetos, Electrical Instruments, Firearms, Motorcycles, Automobiles.

Uniform in quality and workmanship, plus an intelligent and prompt organization service.

Quotations gladly furnished upon receipt of specifications, samples or blueprints.

Also manufacturers of S. A. E. Standard Cap Screws —Set Screws—Stove Bolts —Iron, Brass, and Steel Safety Chains—Single and Double Iron and Brass Jack Chains—Iron, Brass, and Bronze Wood Screws —Brass Plumbers' Chain —Brass and Iron Ladder Chains — Steel Furnace Chain — Steel Register Chain.

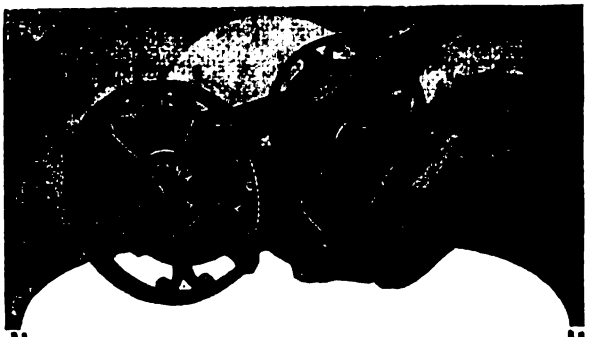




CORBIN SCREW CORPORATION, New Britain, Conn.
American Hardware Corporation, Successor.

Branches:
New York **Chicago** **Philadelphia**

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"Quality" Counts!

Leadership isn't accidental.

That's why "PENNSYLVANIA" *Quality* Mowers are always ahead.

And they can be depended upon to stay first in favor—and sales.

PENNSYLVA[illegible]ER WORKS

JOH[illegible]SONS

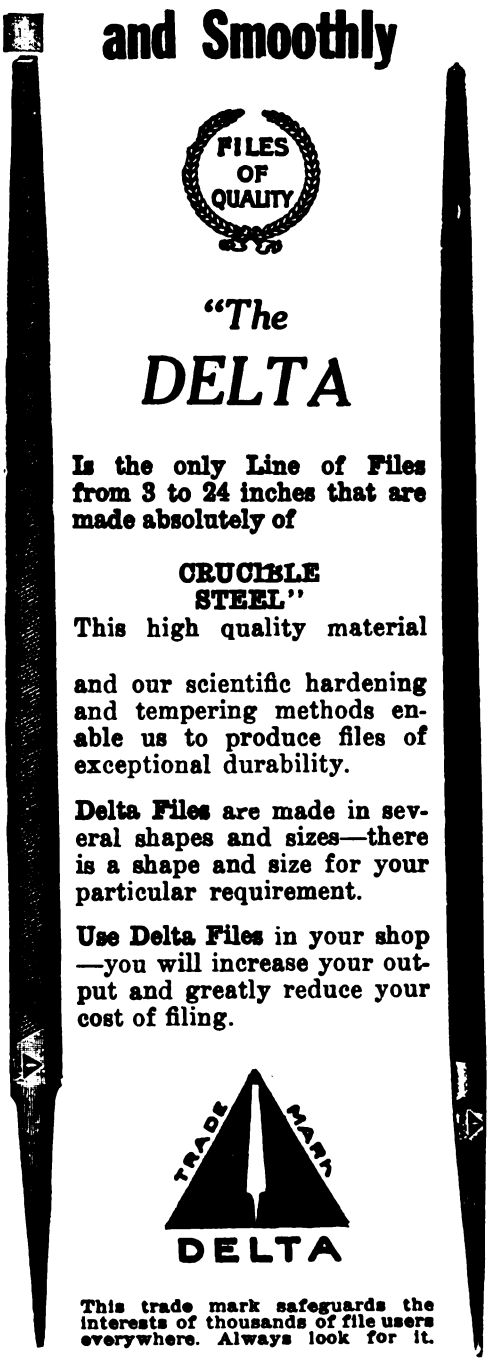
FOUNDED 1877 PHILADELPHIA

PENNSYLVANIA *Quality*

Look for this mark on the handle of all "PENNSYLVANIA" Quality Mowers.

'Pennsylvania'
'Pennsylvania, Jr.'
'Pennsylvania Golf'
'Pennsylvania Putting Greens Mower'
'Continental'
'Great American B. B.'
'Shock Absorber'
'Quaker City'
'Red Cloud B. B.'
'Orchid B. B.'
'Daisy'
'New Belmont'
'Bellevue'
'Panama'
'Delta B. B.'
'Electra'
'Pennsylvania Pony'
'Pennsylvania Horse'
'Pennsylvania Grand Horse'
'Pennsylvania —86-inch Trio Horse'

Remove Stock Rapidly and Smoothly



FILES OF QUALITY

"The DELTA

Is the only Line of Files from 3 to 24 inches that are made absolutely of

CRUCIBLE STEEL"

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

Use Delta Files in your shop—you will increase your output and greatly reduce your cost of filing.

TRADE MARK DELTA

This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

DELTA FILE WORKS

PHILADELPHIA, PA.

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THE JAMES SWAN COMPANY

SEYMOUR **CONNECTICUT**



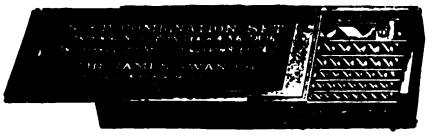
Bits
Augers

Chisels
Draw Knives





Nail Sets
Gimlets



Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

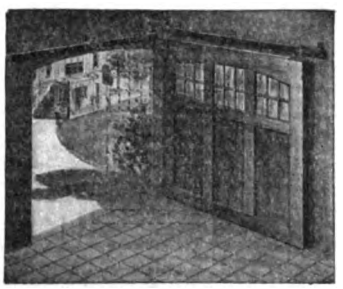
Richards-Wilcox Tried and True Trolley Track

Every length bears the R-W Trade Mark



None genuine without it

Used on All the Styles of Doorways Shown Below — and Many Others







There is a big advantage to you in being able to sell the same style of track for use on a variety of jobs.

It eliminates the necessity of carrying a small stock of track for each class of building, and buying at the small order price.

Catalog No. 16 shows hangers for doorways of all kinds. You should have a copy. Write now.

Richards-Wilcox Mfg. Co.

A Hanger for Every Door that Slides

CHICAGO ST. LOUIS LOS ANGELES PHILADELPHIA — **AURORA, ILLINOIS, U.S.A.** — BOSTON NEW YORK MINNEAPOLIS SAN FRANCISCO — LONDON, ONT.

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DISSTON

THE SAW MOST CARPENTERS USE

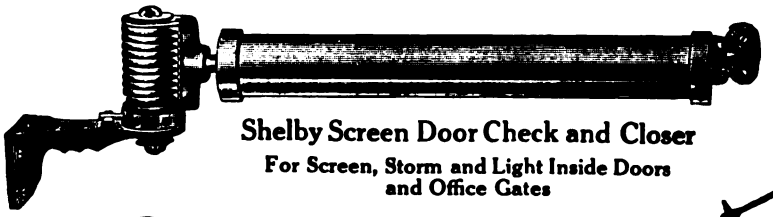


Disston dealers know the value of a satisfied customer. They know that when they sell a Disston Saw or Tool they realize two profits—one when they make the sale and another later on in good will and more business.

That is why more and more big stores are featuring Disston exclusively.

HENRY DISSTON & SONS, Inc. - PHILADELPHIA, U. S. A.

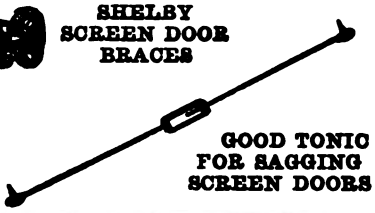
SHELBY SCREEN DOOR HARDWARE



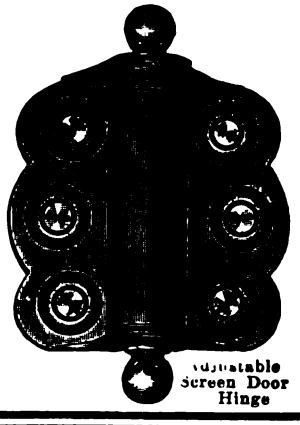
Shelby Screen Door Check and Closer

For Screen, Storm and Light Inside Doors and Office Gates

SHELBY SCREEN DOOR BRACES



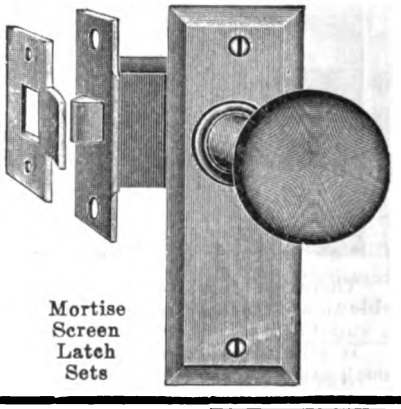
GOOD TONIC FOR SAGGING SCREEN DOORS



Adjustable Screen Door Hinge

WE ALSO MAKE

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**



Mortise Screen Latch Sets

THE SHELBY SPRING HINGE CO. - - SHELBY, OHIO, U. S. A.

POND HARDWARE SPECIALTY CO., Los Angeles, Cal. ←— *Coast Representatives* —→ D. L. HERMAN, Seattle, Wash.

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Head and bar drop forged in one piece; fitted with "W & B" Easy Acting Screw. Thoroughly seasoned handle

Good Any Way You Take It

W&B

Trade Mark
Reg. U. S. Pat. Off.

This "W & B" Regular Wrench is the general purpose tool in our family of high grade screw wrenches.

Its price is low enough for the man who likes to tinker around the house, for the farmer, for the general mechanic and for everybody who needs a good, dependable wrench for average service. Its quality is high enough to make it absolutely trustworthy and satisfactory.

Like all "W & B" tools, it is the best wrench we can make in its class—best in steel, best in forging and hardening operations, best in assembly and best in finish.

Any dealer can stake his reputation on this preferred product and make good profits at the same time. Show it—it sells.

The Whitman & Barnes Manufacturing Co.

General Offices: Akron, Ohio
Factories: Akron, O.; Chicago, Ill.; St. Catharines, Ont.
European Office: 139 Queen Victoria St., London, E. C.

Established 66 Years

Whitman & Barnes

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SERVICE Brier Hill Steel Company

A. C. EULOFSON, Pres.

BRIER HILL STEEL CO.

OF CALIFORNIA

SERVICE Brier Hill Steel Company

J. S. BISHOP, Sec'y.

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1446 Malvern Ave., Los Angeles, Cal.

359-365 MONADNOCK BUILDING, SAN FRANCISCO

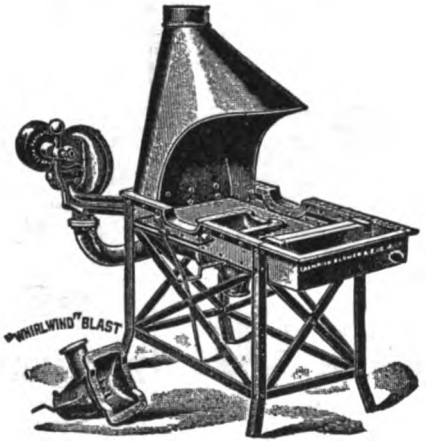
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CHAMPION

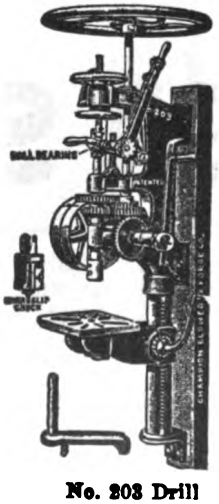
BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

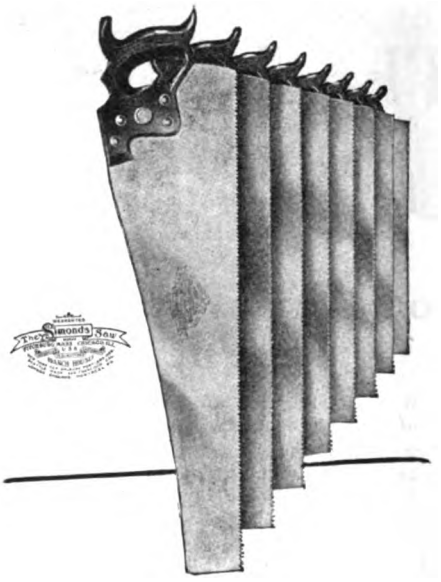
Built for Service

Carried in Stock by all Leading Jobbers

Write for 365-Page Catalogue

THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania, U. S. A.



SIMONDS SAWS

Have been made right since 1832. They are manufactured from the toughest alloy steel and are standard the world over. Carpenters prefer the Simonds Hand Saw because it is mechanically right, hangs perfectly, holds its cutting points and saws smoothly.

Hardware Dealers everywhere know Simonds Saws are fully guaranteed, and when a man buys one they know he is a satisfied customer.

Write for prices and discounts.

Simonds Manufacturing Co.

"The Saw Makers"

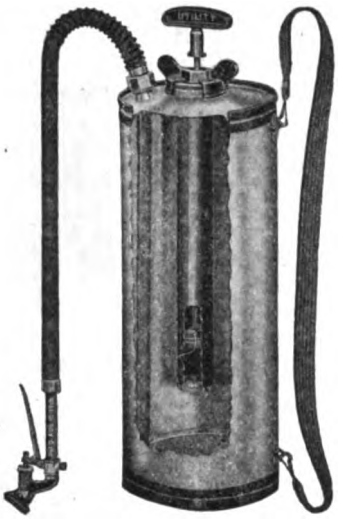
FITCHBURG, MASS.

Portland, Ore. Seattle, Wash.
San Francisco, Calif. Vancouver, B. C.

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ARE YOU FIGURING ON YOUR PURCHASES FOR NEXT YEAR?

The Utility Line of Sprayers



SHOULD RECEIVE CONSIDERATION. SEND FOR CATALOGUE AND PRICES

The No. 10 Knapsack or Compressed Air Sprayer has **Brass Ball Check Valve, ½-in. 5-ply Hose attached to tank with standard hose connection of brass.** Fitted with **Utility** Nozzle with the extension feature, an exclusive **Utility** feature. Tank tested to 85 pounds. Capacity 3½ gallons.

No. 10 Galv. Iron Tank.
No. 15 Brass Tank.

The line comprises Hand, Knapsack and Portable Outfits. Barrel Pumps, Field Sprayers and Accessories.

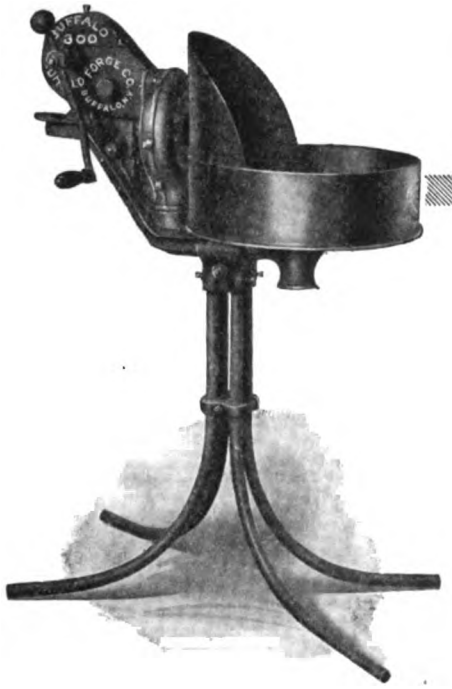
The Utility Nozzle will handle spray liquids, whitewash or heavy disinfectants with equal success.

Place your order now, and if you value your reputation as a dealer in dependable merchandise you will buy

THE UTILITY SPRAYERS

MANUFACTURED BY

ALBERT LEA SPRAYER CO., Albert Lea, Minn., U. S. A.



BUFFALO

"THREE HUNDREDS"

This rivet forge is one of a series of unusually popular forges equipped with the well-known Buffalo "Three Hundred" Blower.

This blower operates with a bronze spiral gear with steel spiral pinion. The gears are entirely enclosed in a dust and leak proof case which permits of oil bath lubrication. The high speed fan shaft runs in radial ball bearings.

Write for catalogue 100-37, which shows a full line of these popular sellers.

Buffalo Forge Company

BUFFALO, N. Y.

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McCAFFREY
FILE CO.
Philadelphia



"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

Established 1863

ONLY

BOMMER

DOUBLE ACTING
SPRING BUTT HINGES



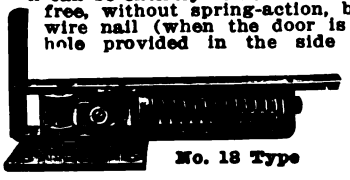
have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge

Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD
CLOTHES LINES
SOLID BRAIDED ROPE

SHADE CORD
MASONS' LINES
CHALK LINES

Send for catalogue and samples.

Samson Cordage Works

BOSTON, MASSACHUSETTS

ATLAS

10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles

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MADE IN THE UNITED STATES OF AMERICA
WORCESTER, MASS.

MANUFACTURERS

WOOD SCREWS

MACHINE SCREWS

CAP SCREWS SET SCREWS

STOVE BOLTS

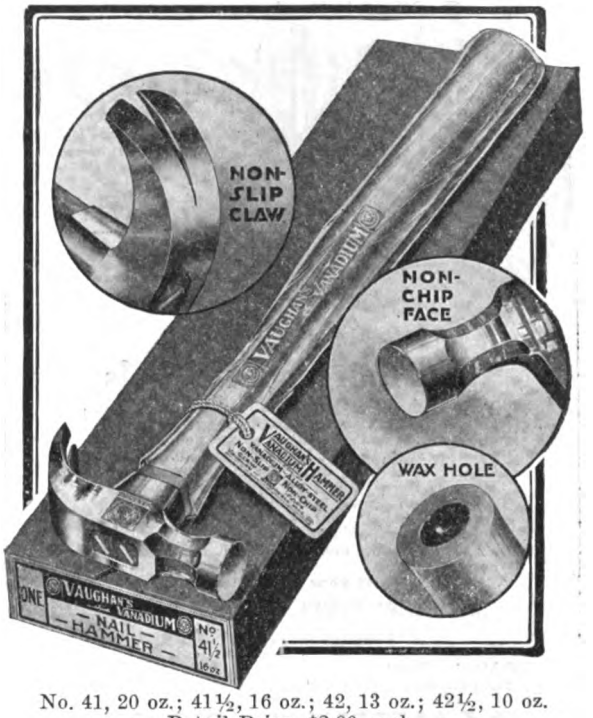
RIVETS BURRS

NUTS

REED & PRINCE MFG. CO.

WORCESTER, MASS., U. S. A.

Vaughan's Vanadium Nail Hammers



No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.
Retail Price, $2.00 each.

VAUGHAN & BUSHNELL MFG. CO., CHICAGO

"LENOX"

HACK SAWS



AMERICAN SAW & MFG. CO. LENOX SAWS SPRINGFIELD MASS. U.S.A.

BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.



GARDENS — GARDENS — GARDENS

Never—were there so many people engaged in Gardening.

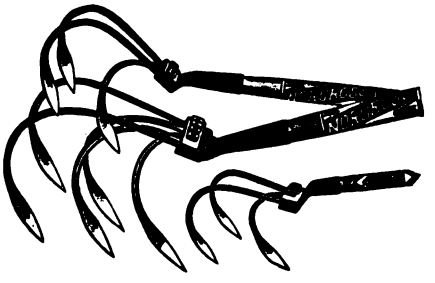
Increased production, is our Country's cry.

"NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

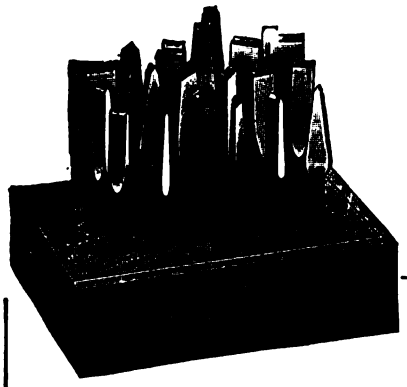
Remember the name—"NORCROSS."



C. S. NORCROSS & SONS

Manufacturers BUSHNELL, ILL., U. S. A

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"Every blow of the hammer refines the steel"

Sell more cold chisels

Your mechanic customers will quickly discover the superior quality and design of these Mayhew cold chisels when you place them on your counter. The assortment consists of 24 chisels, including Regular, Cape, Round Nose, and Diamond Point taper, and all sizes from ¼ inch to ¾ inch, shipped in our combination display and packing case. Their quality is guaranteed. They have the patented easy-to-hold Mayhew hand grips.

Every Mayhew tool sold sells others. Stock the entire line.

At your jobber's—or

MAYHEW STEEL PRODUCTS, INC.

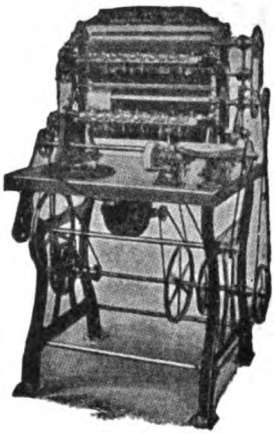
291 Broadway, New York

508 Mission Street, San Francisco
180 N. Market Street, Chicago

MAYHEW MADE TOOLS ARE RIGHT

HATFIELD COMPLETE SHARPENING MACHINE

One For All



All For One

When one sharpening machine will sharpen all makes of safety razor blades—

When that one machine will sharpen twelve blades perfectly every five minutes—

When that one machine cleaned up $2,350 in a single year above all expenses for one hardware store—

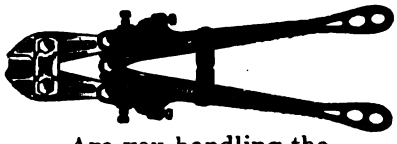
Is it any wonder why practically all are for that one sharpening machine—the Hatfield?

Write for full details of this wonderful machine.

HYFIELD MFG. COMPANY

21 WALKER STREET NEW YORK CITY

PORTER'S New Easy Bolt Clippers



Are you handling the

10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.

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H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



"THE PONY"

IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

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SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the United States as the **BEST** money and skill can produce

WRITE FOR CATALOGUE

HIGHEST HONORS AWARDED BY

GRAND PRIZE GRAND PRIZE

WARREN AXE & TOOL CO. WARREN, PA. U. S. A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

FOR QUALITY, SERVICE AND SATISFACTION, BUY

"BUFFALO"



Trade Mark Reg. U. S. Pat. Off.

WIRE CLOTH

It's made in all grades and meshes, in steel, galvanized, copper, brass, bronze and many other metals, to suit all requirements.

Large stock of standard grades always carried for immediate shipment.

Specialists in wire products for fifty years, we are in position to guarantee Quality, Service and Satisfaction from every "BUFFALO" Wire Product.

Catalog No. 8AF, fully illustrating and describing our entire line, mailed gratis upon request.



A yellow tag like this, with the imprint of the "BUFFALO" on it, is attached to every roll or piece of genuine "BUFFALO" Wire Cloth. It is the sign of Quality, Service and Satisfaction.

BUFFALO WIRE WORKS COMPANY
Formerly Schoeler's Sons
524 TERRACE - BUFFALO, N. Y., U. S. A.

THEY DON'T SCRATCH—THEY CUT

FLEXIBLE TUNGSTEN

TUNGSTEN HARD



ONCE USED ALWAYS DEMANDED

STERLING HACK SAW BLADES

Made in points 3, to points 32, and in sizes from 8″x½″ to 36″x2″.
We claim consistent uniformity—Blade after Blade.

Manufactured by **DIAMOND SAW & STAMPING WORKS, Buffalo, New York**
CALDWELL SALES CO., Pacific Coast Representatives, Seattle—San Francisco



GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

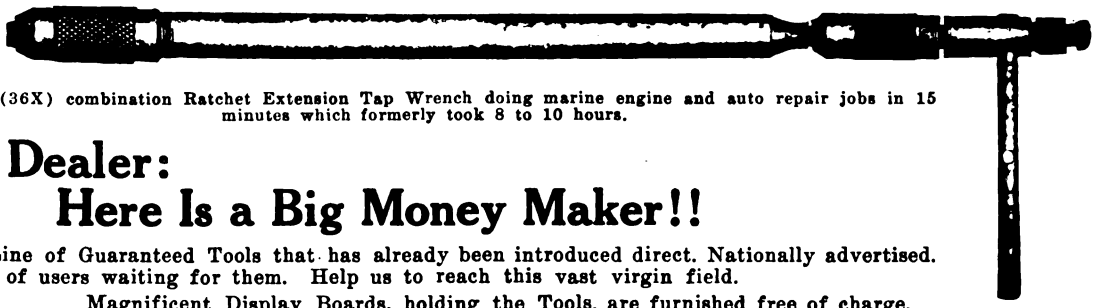
J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY, Western Representative, Lankershim, Cal.

THOS. M. GARDINER, Oregon and Washington Representative. P. O. Box 299, San Francisco.



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Our 18" (36X) combination Ratchet Extension Tap Wrench doing marine engine and auto repair jobs in 15 minutes which formerly took 8 to 10 hours.

Mr. Dealer:
Here Is a Big Money Maker!!

A Line of Guaranteed Tools that has already been introduced direct. Nationally advertised. Millions of users waiting for them. Help us to reach this vast virgin field.

Magnificent Display Boards, holding the Tools, are furnished free of charge.

Order through your Jobber or Direct

Write for Proposition

ALERT TOOL CO. **237-241 North 6th Street** **Philadelphia, Pa.**

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

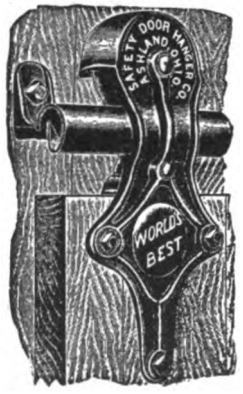


Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. **Supplied in Sets** **Write for Catalogue**



YOU ARE RIGHT IN RECOMMENDING

"WORLD'S BEST" IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

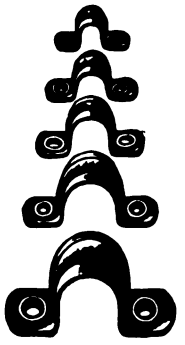
If your jobber can't supply you we will.

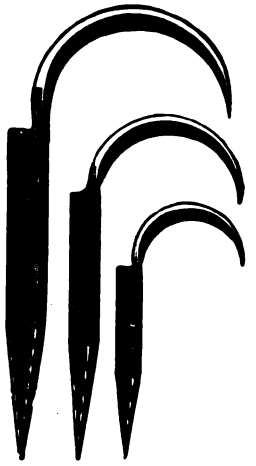
SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

C. N. & F. W. JONAS, Rialto Bldg., San Francisco, Cal., and Equitable Savings Bank Bldg., Los Angeles, Western Representatives.

Gas Pipe Straps, Soil Pipe Hooks, Gas Pipe and Plumbers' Hooks





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Office, 229-231 Arch Street
Store, 237 Arch Street.
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PHILADELPHIA

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STIMPSON GROMMETS WASHERS



70 FRANKLIN AVE. BROOKLYN, NEW-YORK



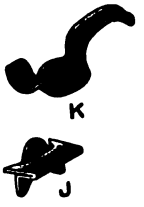
Give Them PHENIX QUALITY

In Screen and Storm Sash Hangers and Fasteners



Phenix Storm Sash Hangers and Fasteners are simplest, handiest, easiest applied, most efficient—that's why they sell best. New improvements put them in a class of their own. Write today for Catalog showing full Phenix line. Samples free.

Sold by all leading jobbers of the Northwest.



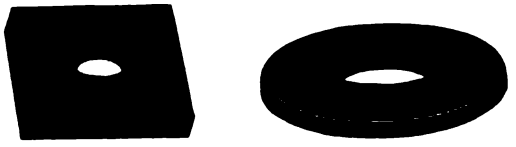
No. 30 Fastener



No. 114 Hanger

PHENIX MFG. CO., 038 Center St., Milwaukee, Wis.

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

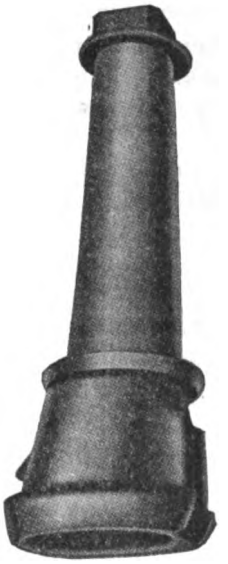
PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

Gray Iron Castings



Capacity production enables us to supply the Hardware Trade with a full and complete line of Farm Wagon and D V Skeins, in all sizes.

Can also furnish reach plates, rub irons, brake shoes and other gray cast iron parts.

All orders cared for promptly.

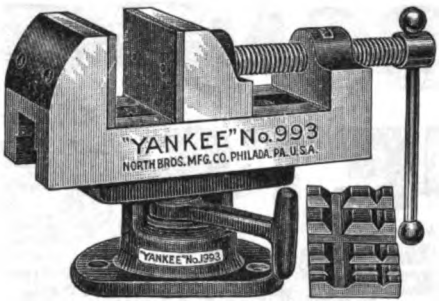
Specifications and quotations on request.

Kentucky Wagon Mfg. Co.

Incorporated

Louisville, Kentucky

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"Yankee Vise" No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs, and all users of high grade labor saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

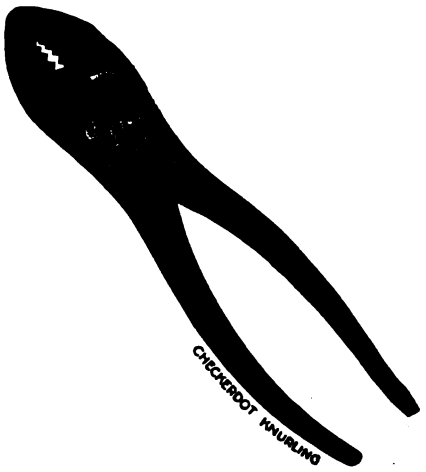
Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" Wide, 1⅞" Deep, Opening 3⅛", Base 7½" long.

YOUR JOBBER WILL SUPPLY YOU

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



A real pair of pliers

A favorite with mechanics and automobilists.

CEE TEE CO Combination Pliers

Meet the demand for a guaranteed tool at a low price.

Drop forged from 50 carbon steel. Accurately machined. Slip joint permits wide range of sizes at jaws. Sold under the Crescent money-back guarantee.

5-6-8 and 10 inch sizes
Get them from your jobber

CRESCENT TOOL CO.
Jamestown, N. Y.

Crescent TOOLS

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Big Little Profit Builders

Stops all fuel waste

Great waste of fuel in every home due to overheating is stopped by keeping an even fire at all times. Kees Draft Controller does this. It operates with unfailing precision. Every warm air furnace needs one.

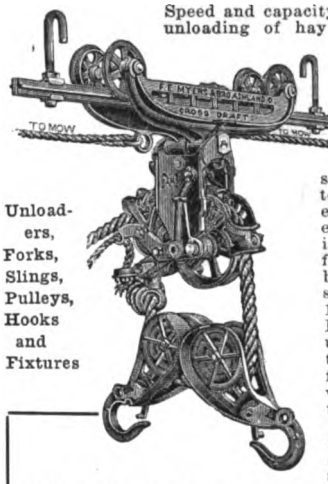
Kees Draft Controller

has proved its value by 11 years of successful use on thousands of furnaces.

You can make large profits installing them. Investigate early. Write to Department 18.

F.D.Kees Mfg.Co.Beatrice,Nebr.

MYERS HAY TOOLS



Unloaders, Forks, Slings, Pulleys, Hooks and Fixtures

Speed and capacity are essential in the unloading of hay or grain from the rack into the mow or onto the stack, and MYERS HAY TOOLS—Unloaders, Forks, Slings, Pulleys, Tracks and Fixtures have again demonstrated their ability to handle the heaviest of loads with an ease and speed that is surprising. No failures. No comebacks for 1919. The same will be true for 1920 when Myers Hay Tools will live up to their reputation and again perform in a way that will further increase the demand for them.

Mr. Dealer: Now is the time to look ahead for next season's business. Make early provision to take care of it with MYERS HAY TOOLS, which are favorably known and extensively used wherever hay or grain is a crop. Get in touch with us or with one of our numerous distributors and place your specifications early. Our prices are right, our goods are right, your profits are right. New catalog No. 54 on request.

TAKE OFF YOUR HAY TO THE MYERS PUMPS FOR EVERY PURPOSE HAY TOOLS & DOOR HANGERS

F. E. Myers & Bro., Ashland, O.

Sold by All

Leading Jobbing and Supply Houses

Buy a

SAMSON or ROWELL

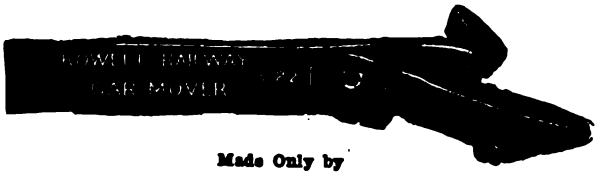
Railway Car Mover

And Have a

LITTLE SWITCH ENGINE

OF

YOUR OWN



Made Only by

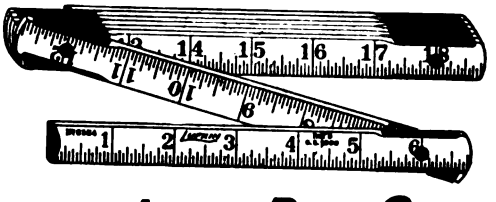
G. D. ROWELL & SON, Appleton, Wisconsin

Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

PRICE EACH, $5.00

LUFKIN TAPES and RULES

From the Popular Priced to the Finest Styles

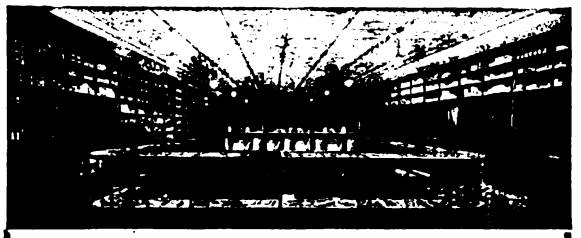


THE RECOGNIZED RELIABLE STANDARD

106 Lafayette Street NEW YORK

THE LUFKIN RULE CO. SAGINAW, MICH.

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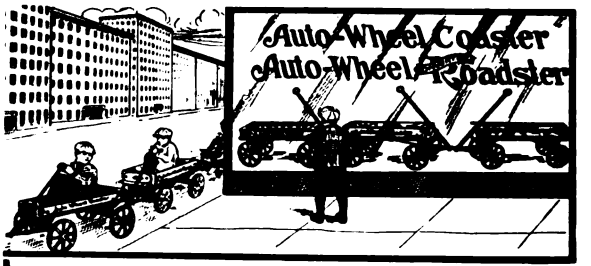
Display Your Hardware Stock

When people come in to buy hardware, they often see other things that they need —provided these goods are attractively displayed.

Display your goods by the "**Duluth**" method of Sectional Hardware Furniture. It will pay you, because it will make more sales for you.

Let us tell you about it

Duluth Show Case Company
Duluth, Minnesota



Boys Help Us Sell YOUR Goods

Our unique advertising campaign gives our dealers the salesmanship of those boys who ride

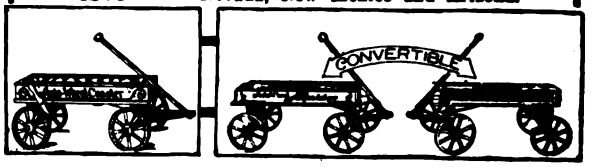
Auto-Wheel Coaster and **Auto-Wheel Roadster**

First, we send every boy prospect to the Auto-Wheel dealer. Then we multiply the dealer's sales by forming Auto-Wheel clubs. We arouse the enthusiasm of the boys with attractive prizes. And each Auto-Wheel Club is a local advertisement for the dealer who carries our line. Every new recruit is sent to that dealer's store.

The holiday season is going to be a big one for the Auto-Wheel. Are you prepared? Write us for details and terms.

THE BUFFALO SLED CO., Dept. A - N. Tonawanda, N. Y.

Factories: N. Tonawanda, N. Y., and Preston, Ont., Can.
New York Office, 108 Chambers St.
Seattle Office, 214 Maritime Bldg.
Johnson Sales Co.,
408 Wells-Fargo Bldg., San Francisco,
selling agents for California, Colorado, Nevada, New Mexico and Arizona.



ISN'T IT A BEAUTY?



THE BEST ANVIL ON THE MARKET

A Cheap Anvil May Make a Sale but It Takes Quality to Make a Customer

And It's Made From Wrought Iron

Made by
The COLUMBUS ANVIL & FORGING CO.
Columbus, Ohio

Ohlen Saws

Columbus, Ohio

Western Branches
Portland, Ore. **San Francisco**

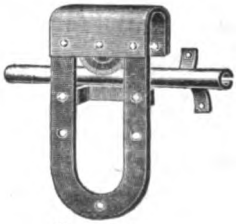
Standard for Sixty-Five Years

HARDWARE AGENTS WANTED



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus.
O. J. CHILDS CO., Utica, N. Y.

Lane's Tubular Door Hangers



Tubular

Of the U shape pattern were originated by us 30 years ago.

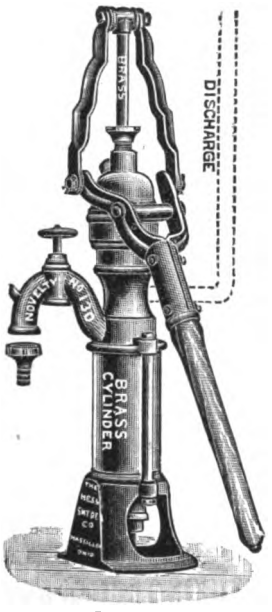
Adapted for any length run. Hanger "All Steel" and Roller bearing.

Electrotypes or printed matter bearing your imprint sent free to Dealers on request.

LANE BROS. COMPANY
River Street **Poughkeepsie, N. Y.**

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GET IN A SUPPLY OF
NOVELTY FORCE PUMPS
And treat your customers to the best.



(No. 130)

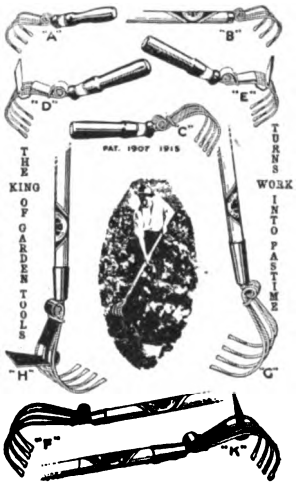
We are the manufacturers of the original 'Novelty' Pump for wells and cisterns. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio

REICHARD'S
Combination Spring-Tooth
Magic Weeder Hoes
SAVE TIME AND STRENGTH



Strong in construction, light in weight. Quick sales.

Styles and sizes for every requirement.

There is satisfaction and profit in handling the acknowledged "King of Garden Tools."

Send for Booklet and Prices.

Manufactured by
THE F. C. REICHARD MFG. CO.
Bangor, Pa., U. S. A.

BRIDGEPORT HARDWARE MFG. CORP.
BRIDGEPORT, CONN.
AUTOMOBILE TIRE TOOLS

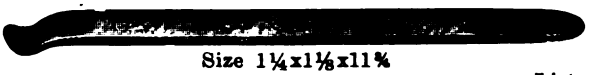
MATCHLESS KNIFE HANDLE



Length 11½ inches. List.
No. 38 Polished Ends.....$6.00 doz.
No. 39 Full Polished.....$9.00 doz.

C. W. GAUSE CO., Western Sales Agents,
693 Mission St., San Francisco, Cal.

REX—ALL STEEL



Size 1¼x1⅛x11¾

List.
No. 154 Blued Polished Ends.....$4.00 doz.
No. 1154 ALL Bright .....$3.00 "

J. C. McCARTY & CO.,
Eastern Sales Agents New York City

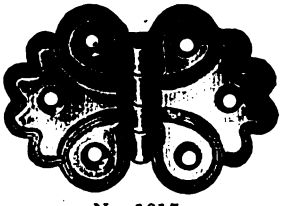
"STAR" Expansion Bolts
ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.
Trade "SEBCO" Mark
STOCKS AT
147 Cedar Street, New York
120 West Lake Street, Chicago

EMBOSSED SURFACE HINGES
Fourteen different styles and sizes in
THE BRAINERD LINE

GOOD SELLERS



GOOD PROFIT

No. 1015
THE BRAINERD MFG. CO.
East Rochester, - - - N. Y., U. S. A.

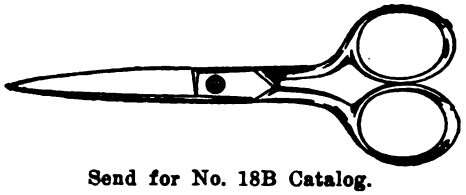
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"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments sell Scissors for dealers very quickly.



Send for No. 18B Catalog.

We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY
250 North Av., Bridgeport, Conn.

SALES AGENCIES IN
New York, Chicago, St. Louis, San Francisco, Los Angeles, Seattle, Salt Lake City, Denver, Minneapolis and Toronto.

EVERY SHOP NEEDS A
BARTLETT No. 20
BENCH SHEAR



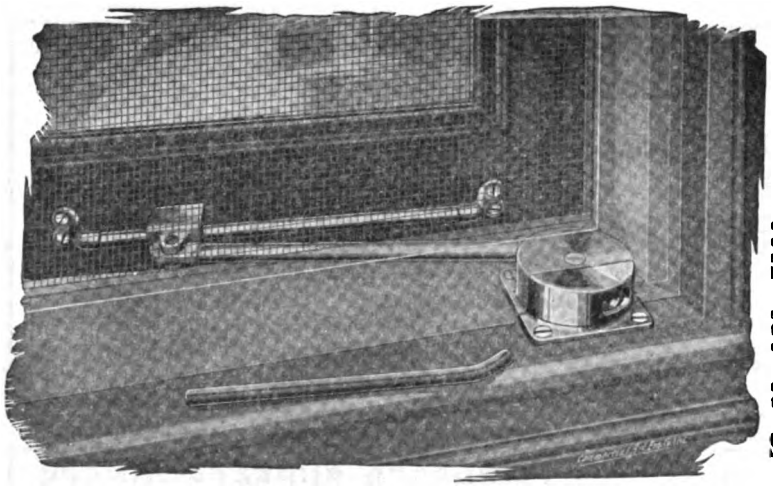
Here is a tool that will come in handy a dozen times a day. It is adapted for use in cutting brake lining, leather belting, wire cloth and strip steel.

Metal can be cut up to 12 gauge. Blades can be adjusted to suit requirements. They can also be removed for grinding.

ASK YOUR JOBBER

Also makers of Hose Clamps, Compound Lever Snips and Pruning Tools.

BARTLETT MANUFACTURING COMPANY
36 E. Lafayette Ave.
DETROIT, MICHIGAN



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

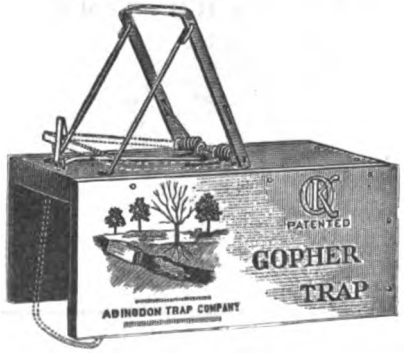
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
136 W. Lake Street, Chicago



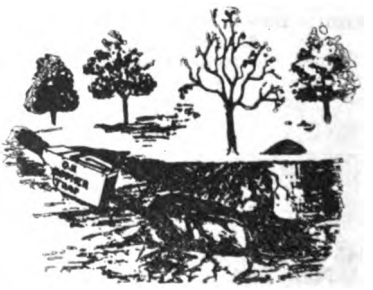
EASY TO GET RID OF THE POCKET GOPHER WITH THE

O. K. GOPHER TRAP

SURE TO CATCH AND SURE TO HOLD

Manufactured by
The Abingdon Trap Co.
Abington, Illinois, U. S. A.

FOR SALE BY LEADING JOBBERS THROUGHOUT THE WEST



THE TRAP THAT TAKES THE GO OUT OF GOPHER

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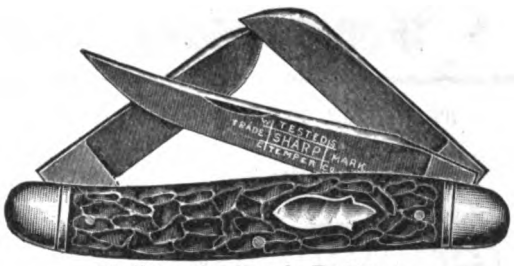
COLT'S
FIRE ARMS

fit the requirements of every man. The Sportsman, the Expert Marksman, the Householder. Each knows that for the use to which he desires to put this fire-arm he has the utmost dependability, accuracy and safety in a Colt.

Now that the great Colt factories are practically manufacturing on a peace-time basis, dealers are satisfying their customers by supplying them with the best—COLT'S.

COLT'S PATENT FIRE ARMS MFG. CO.
Hartford, Conn.

POCKET KNIVES
BUTCHER KNIVES
PARING KNIVES
RAZORS
RAZOR STROPS



SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE

California Stock Pattern

We specialize in Stock and Ranch Knives for the Western trade.

WESTERN STATES CUTLERY & MFG. CO.

Write for Samples and Prices Mfgrs. of Cutlery and Cutlery Products BOULDER, COLO.

IT'S "SOME GUN"
OUT SELLS
OUT SHOOTS
OUTLASTS
All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

BENJAMIN AIR RIFLE MFG. CO.
611 N. Broadway
ST. LOUIS · MISSOURI



"THE BENJAMIN"
A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES PROFITS SATISFACTION

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

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"PITTSBURGH PERFECT"

WIRE NAILS ALL KINDS

BARBED WIRE BALING WIRE BALE TIES

"Pittsburgh Perfect" Electrically Welded
and
"Columbia" Hinge Joint

WIRE FENCING

AT RIGHT PRICES TO YOU

Carload shipments from Pittsburgh mills to all points on the Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO., SAN FRANCISCO, CAL.

A. C. RULOFSON CO., Sales Managers, 359-363 Monadnock Building

BRANCH OFFICES: 1213 L. C. Smith Bldg., Seattle, Wash.
403 Railway Exchange Bldg., Portland, Or. 1446 Malvern Ave., Los Angeles, Cal.

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Whiton Hardware Company,
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Washington and Eastern Oregon.

"PITTSBURGH PERFECT" TRADE MARK REGISTERED PPCo

COBBLER SETS



LEADER
The Right Kind for You to Handle

STAR HEEL PLATES

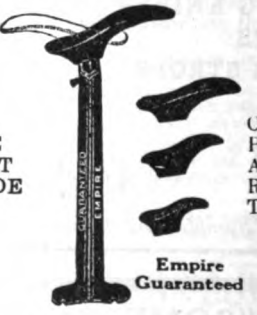


No. 4

FAST SELLERS
MADE IN 7 SIZES

SHOE STANDS & LASTS

THE BEST MADE



OUR PRICES ARE RIGHT, TOO.

Empire Guaranteed

WRITE FOR CATALOG NO. 15

STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. **Utah and Idaho**—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah.



WAGNER Door Hangers and Tracks



Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.

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1919 N. R. A. .22 CAL. COMPETITIONS

Like the Contests of previous years, result in victories for users of

Peters AMMUNITION

(The Original and only SEMI-SMOKELESS)

HIGH INDIVIDUAL SCORE 1999 x 2000

by Capt. T. K. LEE, of Birmingham, Ala. Keeping pace with his previous scores—WORLD'S RECORDS—4599 out of a possible 4600, and 2000 out of a possible 2000 points, all made with the (P) brand .22 Long Rifle Semi-Smokeless

INTER-MILITARY SCHOOL CHAMPIONSHIP

won by Culver Military Academy, Culver, Ind. Score 9832 x 10000, using Peters .22 Short Semi-Smokeless. This efficient shooting organization also annexed 2nd honors in the 1919 Astor Cup Match.

Semi-Smokeless Ammunition is an asset and a safe choice for any shooter who is jealous of his scores.

THE PETERS CARTRIDGE COMPANY - - Cincinnati, Ohio

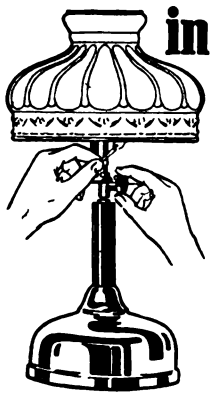
BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton

HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

Most Brilliant Light in The World



More than 15,000 Dealers are selling Coleman Quick-Lite Lamps and Lanterns—the most improved match-lighting, gas generating portable lights on the market. Just use a match to light as with ordinary oil lamps.

More Light Than 20 Oil Lamps

Gives a brilliant, steady, white light of 300 candle power, brighter than the brightest electric light, safer than the safest oil lamp — cheaper than candles.

The **Coleman Quick-Lite**

The fastest selling line of gasoline lamps and lanterns on the market. Make and burn their own gas from common motor gasoline. No wick to trim — no globe to wash. No dirt, grease, smoke nor soot. Absolutely safe. Order from your jobber or write for catalog 36, addressing nearest office.

THE COLEMAN LAMP COMPANY

Largest Manufacturers of Portable Lamps in the World

WICHITA ST. PAUL TOLEDO DALLAS LOS ANGELES CHICAGO

HOPPE'S NITRO POWDER SOLVENT No. 9



For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

FRANK A. HOPPE

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WILL SOON BE IN DAILY DEMAND

We can supply you with the **coal saving, serviceable kind,** priced right and up to date in design.

Our Stock of FALL and WINTER Specialties Is Complete and Embraces

STOVE PIPE AND ELBOWS
STOVE BOARDS AND COAL HODS
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TIRE CHAINS
RADIATOR AND ENGINE COVERS
TRICYCLES AND VELOCIPEDES
FOOT BALLS AND STRIKING BAGS

BASKET BALLS AND GYMNASIUM GOODS
AND "**HARDWEAR BRAND**" Harness, Saddles and Horse Collars

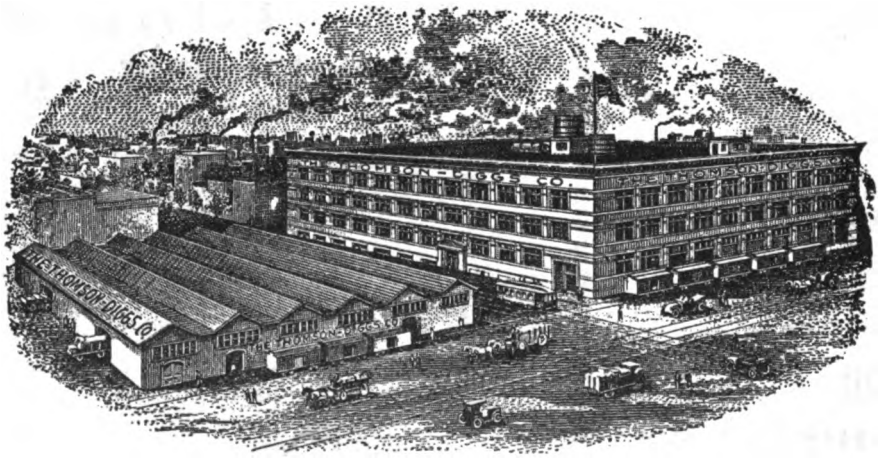
SALT LAKE CITY, UTAH

The Salt Lake Hardware Co.

POCATELLO, IDAHO

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS. SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

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Established 

1899

THE
GENUINE
Hildebrandt Spinners
and Flies

MADE ONLY BY
The John J. Hildebrandt Co.
Logansport, Indiana
Portland, Oregon

SEE THEM AT YOUR DEALERS

HONEYMAN HARDWARE CO.
Ninth and Hoyt Streets
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Winchester and Remington
Shotguns, Rifles, Carbines

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Aladdin, Dux-bak and Kamp-It
For men and women.

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Hardware Company
Helena, Montana

Established 1867

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Shelf and Heavy Hardware

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WHOLESALE

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Schuttler Wagons
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Prompt, Courteous Service

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Summer Suggestions for Rope

4-st Clover Leaf Manila for Hay Stacking Rope. Stock sizes, 3/4", 13/16", 7/8" and 1".

2-ply Sisal Bale, 5 lb. balls, 10 balls to the sack. Handy about the farm or garage.

5/8" and 9/16" Sisal make good halter ropes.

5/8" and 3/4" Standard Manila for boom rope for hay wagons.

CLOVER LEAF MANILA ROPE for all general purposes. The right thing in the right place. DURABILITY AND SERVICE.

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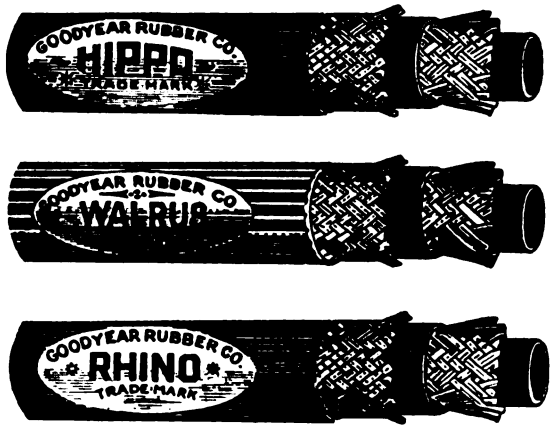
Trade Mark

Portland Cordage Company

Portland, Oregon *Seattle, Washington*

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THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

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R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

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Nos. 61, 63, 65, 67 Fourth St. & Pine St. PORTLAND, OREGON

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No. 847

PREPARE FOR WINTER

WE SOLICIT YOUR

IMPORT ORDER

FOR

FIREPLACE ACCESSORIES

MANGRUM & OTTER, Inc.

San Francisco



ANDIRON
No. 1709

H. ROTH & SONS

SPECIALTY

HARDWARE JOBBERS

We Carry in Stock a
Full Line of

THE BUFFALO SLED CO'S

Auto Wheel Coasters *and*
Auto Wheel Convertible
Roadsters

Absolutely the Finest Line Made

Write Us Today for Catalog and Prices



"TRY US FIRST"

H. ROTH & SONS *Specialty Hardware Jobbers*

942-944-946 Mission Street - - SAN FRANCISCO, CAL.

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Hercules Cold Solder

Guaranteed to mend Holes, Cracks or Leaks in any kind of Metals, Aluminum, Granite Ware, Tin, Galvanized Ware, Brass, Iron, Lead, Gas, Steam and Water Pipes. Will make pipe joints tight and stop leaks and cracks in Cylinders, Gas Tanks and Automobile Radiators.

It is a necessity that you should supply.

Order a carton from your jobber. If he cannot supply you, write, giving his name.

FREIDEN MFG. CO.
FACTORY, SAN DIEGO, CALIFORNIA

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Stanley
Lufkin
Klein
Marshalltown
Maydole
Disston
Yankee
Walden

Gathered to Give Service to Retail Dealers

Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale only.

H-W-2

NEW HAVEN SLUMBER STOPPER

ONE DAY ALARM

With Radium Dial and Hands

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.



Height ...5¾ inches
Dial .....3¾ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3¾ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

MORGAN & ALLEN CO.
150 Post Street, San Francisco, California

The Schaw-Batcher Co.

SACRAMENTO, CAL.

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Pipe and Fittings	Sargent & Co.
Canton Steel	Builders' Hardware
Ammunition	Mill and Mining
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Life, Judge and Vanity Fair

Up-to-Date Hardware

And Kindred Lines in Our
New General Catalogue
Number 1

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Our Own Printing Department on the Premises

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TO A COPY

Cordially Yours

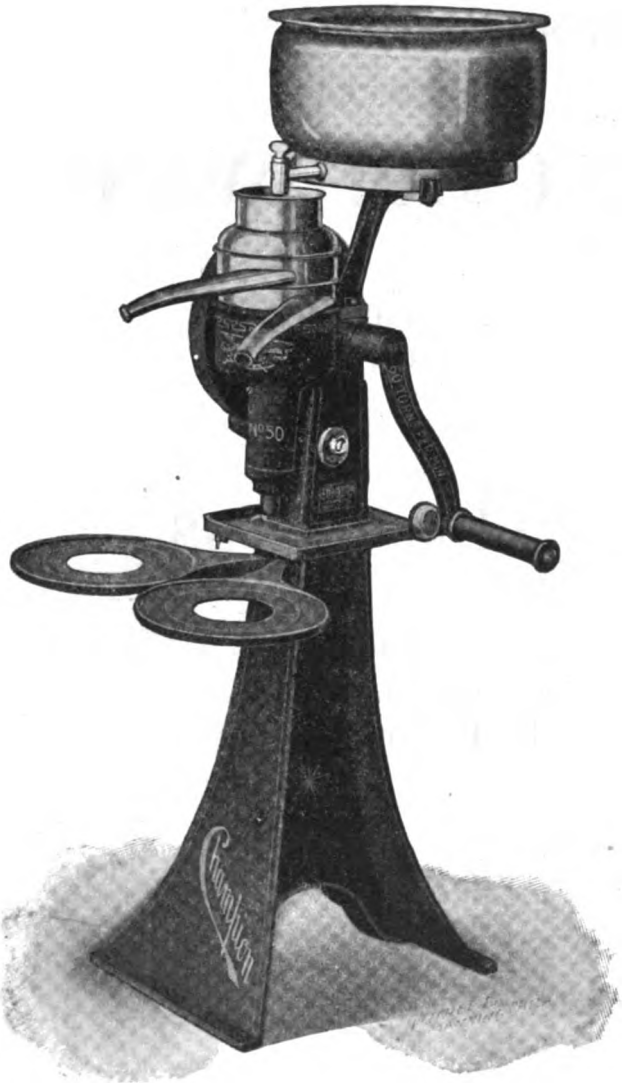
Baker, Hamilton & Pacific Co.

SAN FRANCISCO

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DAIRY AND CREAMERY

EQUIPMENT AND SUPPLIES



The Champion

An entirely New Department under New Management

Equipped with the Latest and Best in this line

Dunham, Carrigan & Hayden Co.

San Francisco, California, U. S. A.

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MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the *"REAL SOLID"* Line the most complete on the market.

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company

WOOSTER, OHIO



Will You Supply the Demand We Create?

Fourteen leading Sportsmen's and Outer's own magazines are carrying big space advertisements telling the "clean-gun" story of

PYRAMID SOLVENT

the new Nitro Solvent that really dissolves the residue of smokeless powder and loosens metal fouling without the slightest danger of injuring the firearm.

Pyramid Solvent does not contain any chemical that attacks metal—not even a trace of moisture. Therefore it can be left in the firearm a long time without danger.

Pyramid Solvent is a "quality" product like 3-in-One Oil. The same energy and merchandising skill that made 3-in-One the best known of all oils, now puts Pyramid Solvent in the same easy selling class. Yours will be the profit—a good generous profit. Get it.

Pyramid retails at 30c for a 3-ounce convenient flat can.

Pyramid Your Profits
Order from your Jobber today

Three-in-One Oil Company

165 KCG Broadway, New York City

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Pioneer Roofing

PIONEER SMOOTH FLAXINE ROOFING

PIONEER ASBESTOS ROOFING

PIONEER SANDED ROOFING

"IF YOU HAVE IT IN STOCK YOU CAN SELL IT"

Now is the Time to ***Replenish Your Stock of***

PIONEER ROOFING, INSULATING AND BUILDING PAPERS, DEADENING FELT AND SHEATHING PAPER

Write for Samples and Prices

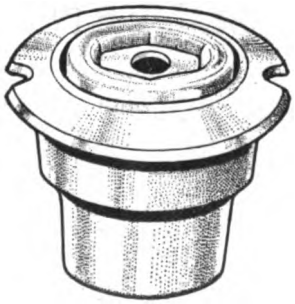
SINCE 1888

PIONEER PAPER CO.

Manufacturers

247-251 South Los Angeles Street LOS ANGELES, CALIFORNIA

Thompson Adjustable Sprinkler Heads



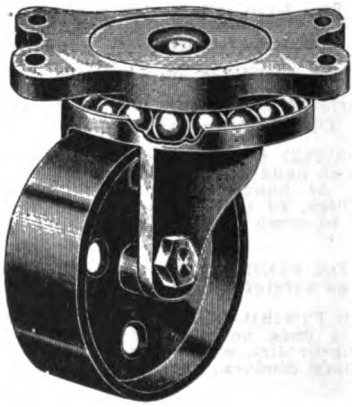
For Permanent Lawn Sprinkling systems embody the utmost simplicity in construction and efficiency in operation.

Made of brass and zinc,
Will last a lifetime

Write at once for folder or information regarding sprinkling systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue,
LOS ANGELES

CASTERS



WHEELS, WHEELBARROWS, STORE AND FACTORY TRUCKS, CONCRETE MIXERS, ETC.

Have you our catalog?

KEEP YOUR [illegible] ON WHEELS

San Francisco, Cal.

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VOSS

WASHERS

Voss *am sho'* Nine O'clock

Nine O'clock



VOSS BROS.

MANUFACTURING CO.

DAVENPORT IOWA

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A Vacuum Swinging Wringer Machine

That Satisfies From Every Standpoint

In building the Voss Vacuum Washer we have employed every facility of modern science and engineering to produce such a washer as would express the last thought in the four cardinal points admittedly the most desirable—

1 CLEANLINESS

Will clean the dirtiest clothes and handle the finest fabrics with the least amount of wear and tear.

2 DURABILITY

This is insured by the design of the machine, as the tub is made of 1¼-inch cypress staves. The support for the wringer is strong and durably constructed and will not sag. The under mechanism is all mounted on a solid iron frame, thereby keeping the bearings and mechanism in perfect alignment.

3 CONVENIENCE

The Machine is easy to operate. Machine and wringer can either be operated separately or at the same time. Wringer is higher than usually found in machines of this type which makes it possible to swing the wringer over the stationary tubs found in many homes.

4 APPEARANCE

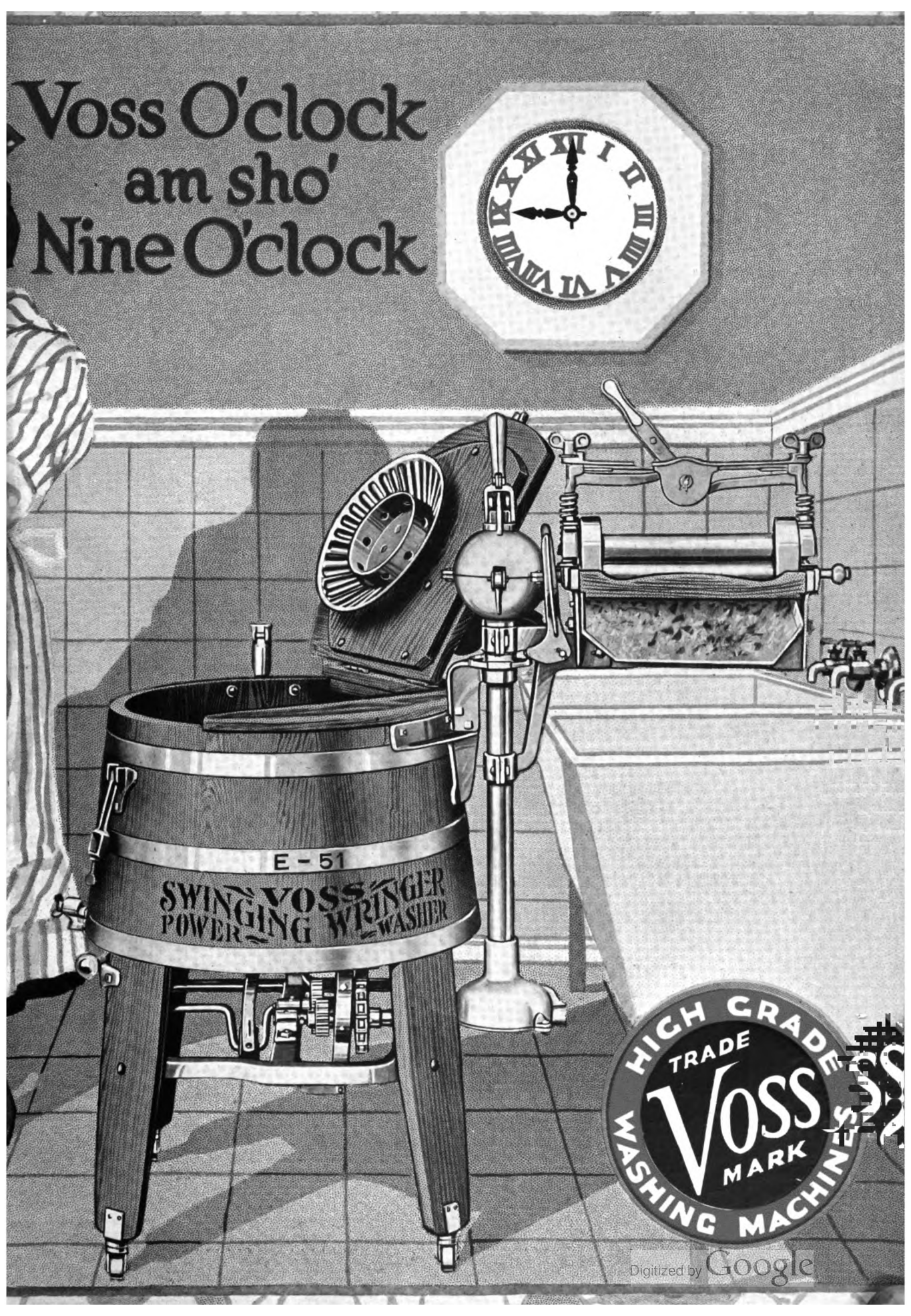
The machine is built upon stability and permanence and has beauty of finish, beauty of thoroughness, completeness and genuineness in every smallest detail.

FOR FURTHER INFORMATION

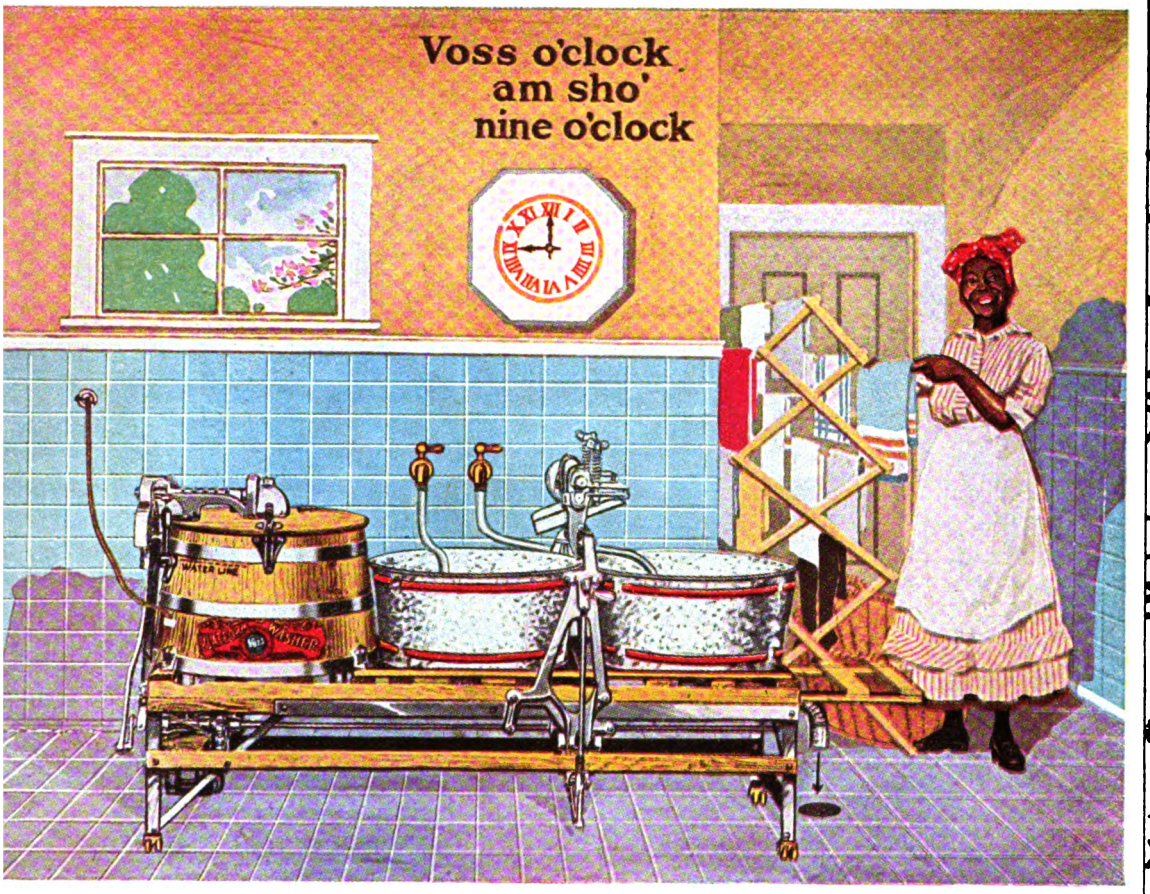
Write to Dept. "F" and ask for our 46-page Catalog and a copy of our Book entitled "Practical Information for the Washing Machine Buyer."

VOSS BROS. MFG. CO., Davenport, Iowa

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"Me an' dis VOSS Washer am some Laundry."

Voss Triple Tub Washer

A housekeeper's vision of efficiency realized. Not merely a Washer, but a complete laundry in itself.

No tubs to lift. It is self-draining. All three tubs drain into a common drain pipe under the Machine. Supplied in either vacuum or peg dasher for either gasoline power or electric power.

VOSS BROS. MFG. CO.,
Davenport, Iowa.

MAIL this COUPON for our new PRACTICAL INFORMATION BOOKLET and our beautifully colored 46-page catalogue.

VOSS BROS. MANUFACTURING CO.
DAVENPORT, IOWA

Gentlemen:

(Check one of the squares)

Name .....

Street .....

City..... State.....

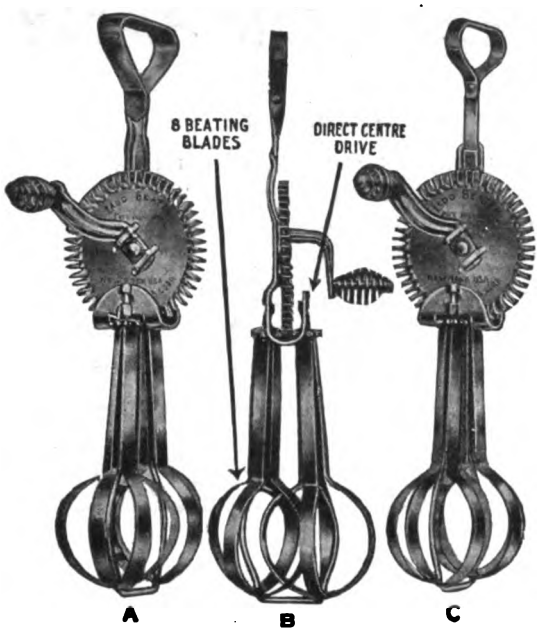
☐ Send the writer descriptive literature on Voss Washers.

☐ Have your salesman call on us.

☐ Enter our order for....of your.....
(Number of Machine)

☐ I desire this for.....
(State whether for electric or power)

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WESTERN SALES REPRESENTATIVES
Omer Cox, Postal Teleg'h Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
Turnbull & Cox, Inter State Trust Bldg., Denver, Col.
Strimple & Cox, Corbett Bldg., Portland, Oregon

Ladd All-Steel Beaters

NOW 3 SIZES

Now, Mr. Buyer, ASK YOUR WIFE. Your own kitchen is spic-and-span; certainly it's SANITARY. Do you find a cast-iron Egg-beater there in the midst of cleanliness? If so, does your wife want it when she knows she can buy at a fair price a LADD ALL-STEEL BEATER, Nickel-plated; 100% SANITARY? Cast-iron gathers dirt, dust and discharges it into the mixture. She knows this. Offer her a LADD and see what she says; at once she throws out the cast-iron. SHE KNOWS. You can't fool her on utensils and other women are just like her: THEY WANT THE BEST.

Why then distribute the unsatisfactory when QUALITY, PROFITS and SATISFACTION ALONE are in the LADD? THINK IT OVER.

Choice of three holding handles. JOBBERS the world over and US



LADD
Mixer-Churns



SATURN
Clothes-Line
Reels

United Royalties Corporation
1133 Broadway, New York

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*
El-an-Ge Enameled Ware
and
Pearl-Agate
Turquoise Enameled Ware

New York **Chicago** **Boston** **San Francisco**

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HAMMOND LUMBER COMPANY

WHOLESALE HARDWARE

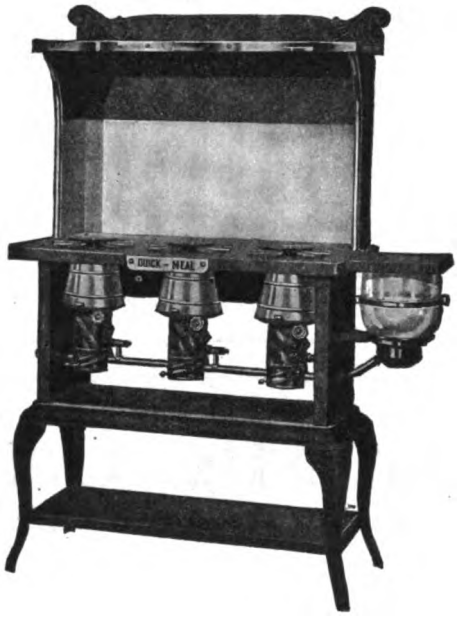
SPECIALIZING IN BUILDERS' HARDWARE

Sargents Locks and Hardware,
Nails, Bolts and Barbed Wire,
Beaver Board, Plaster Board,
Upson Board.

Galvanized and Painted Corrugated Iron,
Northwestern Expanded Metal Lath.
Composition Roofings, Screen Cloth,
Netting.

Full and complete lines of these materials stocked in carload quantities. *We solicit your inquiries*

Offices and Warehouses, Twentieth and Alameda Streets **Los Angeles, California**



"QUICK MEAL" Oil Stoves

Have proven themselves to be the best.

That is why there are so many more of them sold than others.

Write and Secure Agency

RINGEN STOVE COMPANY

Division of American Stove Company

C. H. SCHIECK, *Pacific Coast Agent*

715 INDIANA STREET, NEAR 19th - - SAN FRANCISCO, CALIFORNIA



GENUINE

HUNTER'S SIFTER

The Standard for a Quarter-Century

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO

Bender Street **Hamilton, Ohio**

Your Prospective Customers

are listed in our Catalog of 99% guaranteed Mailing Lists. It also contains vital suggestions how to advertise and sell profitably by mail. Counts and prices given on 9000 different national Lists, covering all classes; for instance, Farmers, Noodle Mfrs., Hardware Dealers, Zinc Mines, etc. *This valuable reference book free.* Write for it.

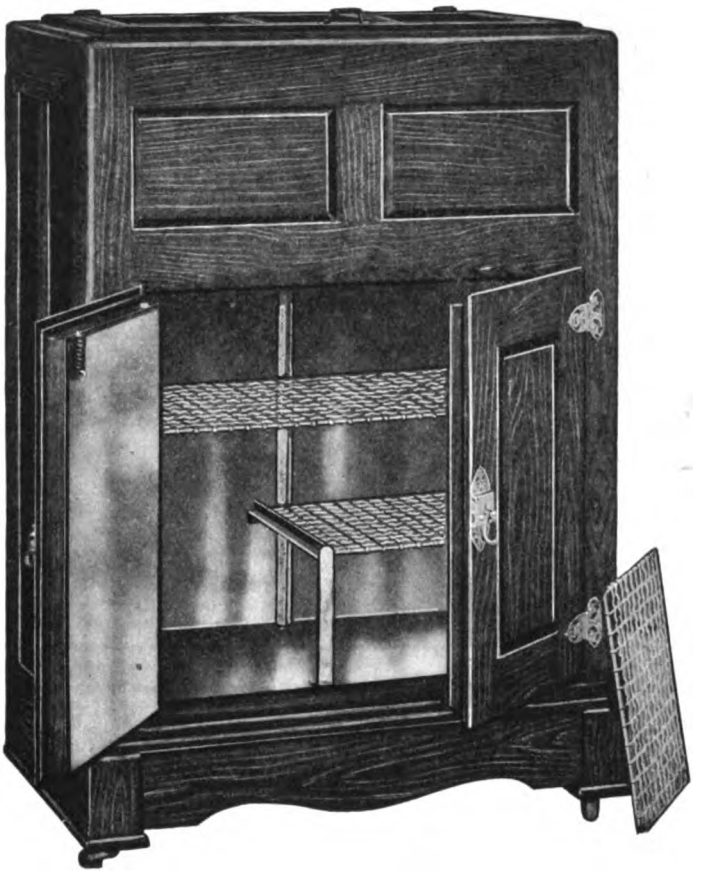
Send Them Sales Letters

You can produce sales or inquiries with personal letters. Many concerns all over U. S. are profitably using Sales Letters we write. Send for *free* instructive booklet, "*Value of Sales Letters.*"

Ross-Gould Mailing Lists St. Louis

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MONARCH DRY AIR REFRIGERATORS



The three prime factors in a good refrigerator should be perfect preservative results, with economy of ice; hygiene or cleanliness, and durability. These desirable features are ensured in the popular Monarch line by a strong circulation of dry air; well insulated walls with dead air spaces; removable metal air flues, waste pipes and traps, rendering all parts of the interior easily accessible for cleaning, and by honest materials and construction. Money expended on a so-called refrigerator built without regard to practical results, simply to sell at a low price, should not be considered by dealers and users who desire to avoid spoiled food and large ice bills.

The Monarch is an old-established and popular line, but new and up to date in modern features.

It comprises a complete variety of styles with ash and oak cases, lined with porcelain; galvanized steel, white enameled; bright tinned wire shelves, and attractive hardware.

Prices are moderate, and liberal stocks are carried by the jobbers.

UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

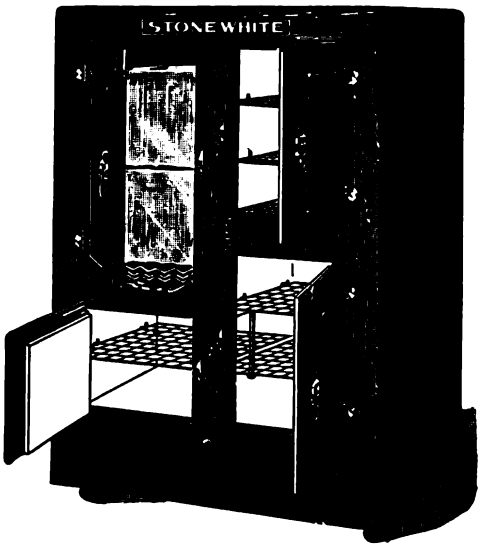
It Will Pay You to Send for Catalogue and Investigate

MONARCH REFRIGERATOR WORKS

BURLINGTON, VERMONT

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White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone. Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

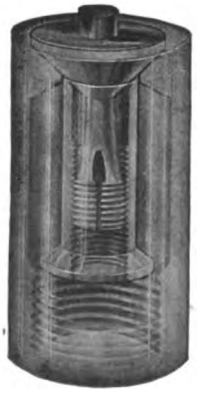
To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.

Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo.
Melbourne, Australia

POP UP LAWN SPRINKLER





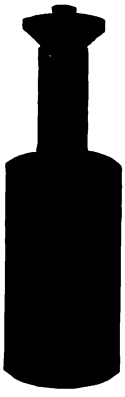
Closed

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half-inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.
PITTSBURG VALVE & FITTING CO., Barberton, Ohio.
or
AUTOMATIC LAWN SPRINKLER CO.
209 Scott Bldg., Salt Lake City, Utah



Open

POP UP LAWN SPRINKLER

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SOME MORE GOOD TOOLS

By The Village Blacksmith Folks

QUALITY

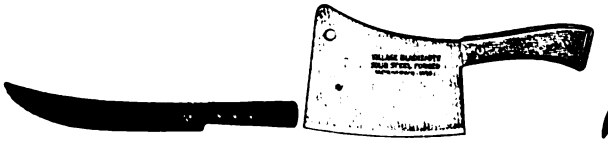


No. 1. King Assortment

QUALITY



No. 2. Screw Driver Assortment



Knives Cleavers



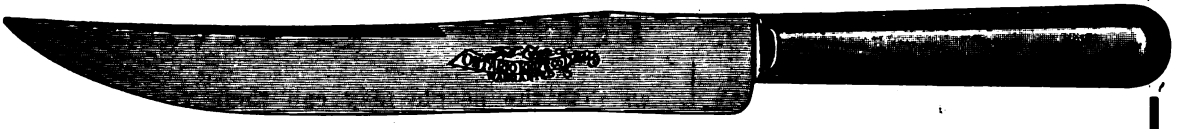
Grass Hooks Corn Knives

WASHINGTON CUTLERY CO., Watertown, Wis.

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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A NEW CORCO PRODUCT

REG-U-S-PAT-OFF.

The FRIAR Line

OF

EXTRA HEAVY STEEL SKILLETS

SMOOTH EVENLY POLISHED UNBREAKABLE



MADE IN FIVE SIZES

No.	7	8	9	10	11
SIZE	9 Inches	10 Inches	11 Inches	12 Inches	13 Inches

WHITAKER-GLESSNER COMPANY

Wheeling Corrugating Department

Main Office and Works, Wheeling, W. Va.

New York, Philadelphia, Chicago, Richmond, St. Louis, Chattanooga, Kansas City, Minneapolis



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only $14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.

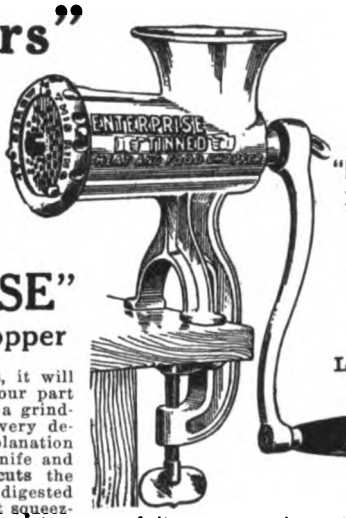
Manufacturers HOT SPRINGS, ARKANSAS

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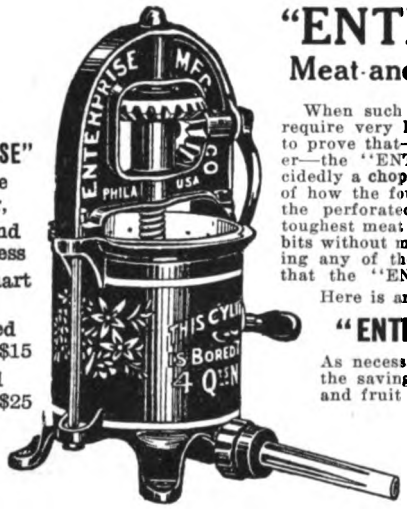
Choppers vs. "Grinders"

You'll find that most of your customers demand "ENTERPRISE" Meat-and-Food Choppers. The majority of housewives are thoroughly familiar with them, and will accept no other.

But occasionally, some one will ask for a meat "grinder," even though, in most cases, they have in mind the



"ENTERPRISE" Meat-and-Food Chopper No. 5 Family Size $3.50 Larger Sizes $5.50 Up



"ENTERPRISE" Sausage Stuffer, Fruit and Lard Press 2 to 8-quart Size Japanned $10.00 to $15 Tinned $13.50 to $25

"ENTERPRISE" Meat-and-Food Chopper

When such a customer calls, it will require very little effort on your part to prove that—far from being a grinder—the "ENTERPRISE" is very decidedly a chopper. A simple explanation of how the four-bladed steel knife and the perforated plate, really cuts the toughest meat into tiny, easily digested bits without mangling—without squeezing any of the rich, nourishing juices out of it—soon convinces the customer that the "ENTERPRISE" is unquestionably the "chopper" they want.

Here is another "Enterprise" Specialty that it will pay you well to carry, the

"ENTERPRISE" Sausage Stuffer, Lard and Fruit Press

As necessary to the production of good sausage and lard as the hog itself in the saving it effects in lard and sausage. Equally valuable for making jelly and fruit juices. Order from your jobber now.

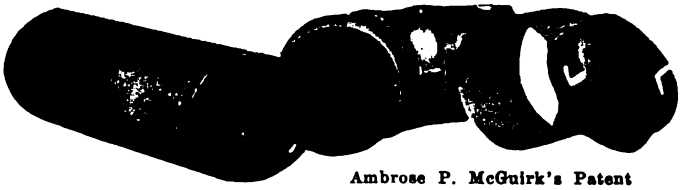
"ENTERPRISE" Literature furnished any dealer on request

THE ENTERPRISE MFG. CO. OF PA.

29 Murray Street, New York — Philadelphia, U. S. A. — 77 O'Farrell St., San Francisco

SAFETY INTERLOCKING STOVE AND FURNACE PIPES

Fire Preventing



Home Protecting

Ambrose P. McGuirk's Patent

Our Asbestos-Covered Interlocking Furnace Pipes, Interlocking Stove Pipes, Interlocking Asbestos-Covered Flue Thimble, Interlined Interlocking Ring Flue Caps and Interlocking Elbows are not luxuries nor needless accessories. They are very necessary where stoves and furnaces are used. By fastening and cementing the Flue Thimble in the Flue Hole, and putting in and turning the pipe joint and locking it firmly therein, it can't pull out or be pushed in too far. Each successive pipe link is locked to the receding one, until the whole pipe is firmly locked together, and to the Stove Collar, so that the pipe can't fall down. When the pipe is taken down put in the Flue Cap and lock it, making the flue hole fire safe.

Every home and factory owner is morally liable for impending fires on his property, and as fast as flames reap losses will our dealers reap profits on our Fire Safe, Rust Proof, Interlocking Pipes, Flue Thimbles, Caps and Elbows.

Send for Price List and Descriptive Statement.

SAFETY INTERLOCKING STOVE PIPE CO., MT. PLEASANT, IOWA

"ANSONIA" NAIL CLIP 15 CENTS

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.



Write

H. C. COOK CO. - ANSONIA, CONNECTICUT



THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

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ROCK-A-BYE NURSERY SPECIALTIES



The universal appeal of the many items in the Rock-a-Bye line has developed nation-wide sales. Advertising has created a demand among the families *right in your trade.*

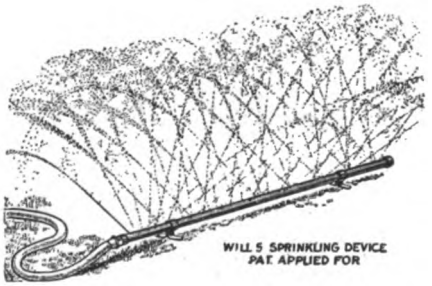
The Rock-a-Bye items that you see in your territory have probably been purchased from us direct. For many mothers write in for Rock-a-Bye products when they see our advertisements in national publications.

We prefer for our dealers to make these sales. You can reap the profit of this fast-selling line by tying up with our advertising — by displaying Rock-a-Bye Specialties in your windows, and letting your trade know that you carry them. *See Your Jobber or Write Us.*

PERFECTION MFG. CO.,
Dept. W Leffingwell and Montgomery Sts.,
ST. LOUIS, MO.

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1918"

Three Superior Qualities
Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust — No Leaks — Solid standards — securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.
607 CROCKER ST. LOS ANGELES, CAL.

"Easy Emptying" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers

California Hdw. Co.
Pailing-McCalman Co.
Honeyman Hdw. Co.
Holley-Mason Hdw. Co.
Marshall-Wells Hdw. Co.
Pacific Hdw. & Steel Co.
The Schaw-Batcher Co.
Schwabacher Hdw. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.
Hoffman Hdwe Co.

The Specialty Mfg. Co.
ST. PAUL, MINN., U. S. A.

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TRINER "LIBERTY"
PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

Same style, tile top.

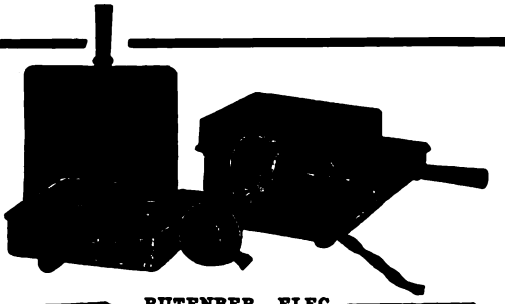
Blue enamel finish, glass front, tile top.

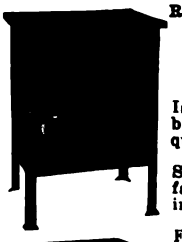
Insist on the Triner. Your jobber can supply you.

TRINER SCALE & MFG. CO

West Twenty-First Street Chicago, Illinois

W. P. Horn & Co.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Oregon





RUTENBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.





Furnished complete with all the necessary cooking utensils. Full nickel finished.



We manufacture a full line of Household Appliances.

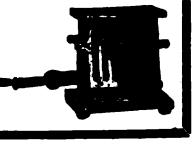


write for our complete Catalog and Trade Discounts.



RUTENBER ELECTRIC CO.

Marion, Ind., U. S. A.



Sells to Every Belt User



Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO ILL.

Rogers Wire Works, Inc.

MANUFACTURERS

ROGERS BRAND

WINDOW SCREEN WIRE CLOTH
BLACK, GALVANIZED AND COPPER

Main Office and Works, Belleville, N. J.

SALES AGENTS:

United Products & Sales Corporation.....
.....512 Second St., San Francisco, Cal.
E. G. Grant Co...7902 Sycamore St., New Orleans, La.
Clifford H. Adams.....18 Drayton St., Savannah, Ga.
B. H. Vogel.....Orlando, Fla.

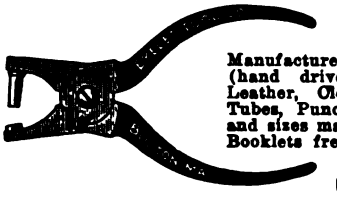
SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

J. SAND & SONS - Detroit, Michigan



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

40 Lincoln Street
BOSTON - MASS.

BURNT IVORY BRAND

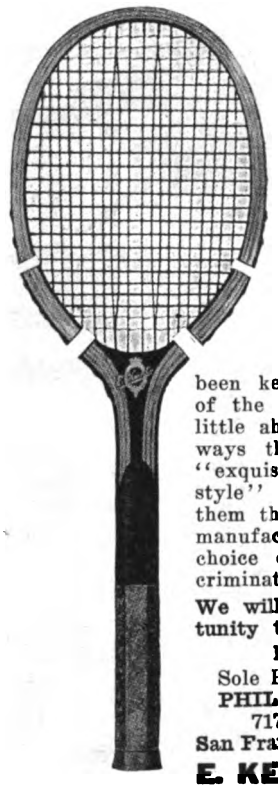
Second Growth Hickory Handles

Special attention given orders for hand made Axe, Pick, Sledge and Hammer Handles.



IVORY HANDLE COMPANY
Hope, Arkansas

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ESTABLISHED 1840

That's a pretty safe guarantee in itself, but the prestige and standing of

KENT RACKETS

rests on more than age and long-establishment. They have been kept constantly abreast of the times—if anything, a little ahead of them—and always that quality and that "exquisite something called style" have served to make them the standards of racket manufacture and the first choice of informed and discriminating purchasers.

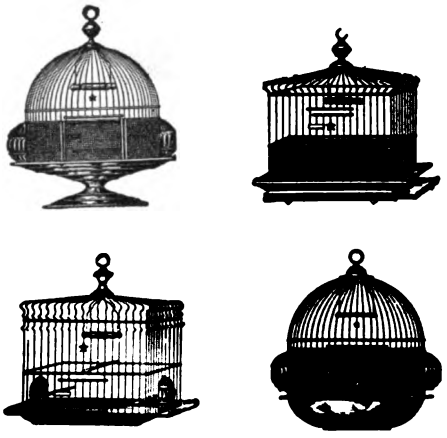
We will appreciate an opportunity to submit catalog, or prices, or both.

Sole Pacific Coast Branch
PHIL. B. BEKEART CO.,
717 Market Street,
San Francisco, - California

E. KENT, Pawtucket, R. I.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York *Established 1863*



Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash. Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

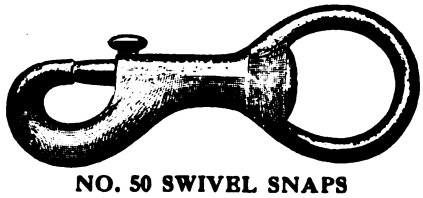
The Wm. Connors Paint Mfg. Co.

1852 TROY, N. Y. **1918**

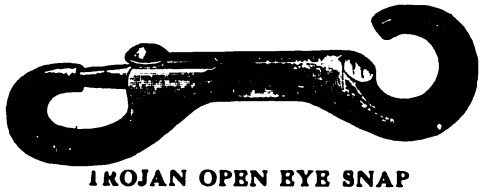
SNAPS

FOR THE HARDWARE MAN

FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from ⅝ to 1½ Inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.

TROY, N. Y.

Digitized by Google



Three sizes of Pail
Four sizes of Can



Your Best Customers Already Know About This Can and Pail

In the leading magazines for years we have been showing them why Witt's Can and Pail outlast two ordinary cans; why they are 29 times stronger than plain steel; why the dog-proof lid keeps odors in, keeps dogs out.

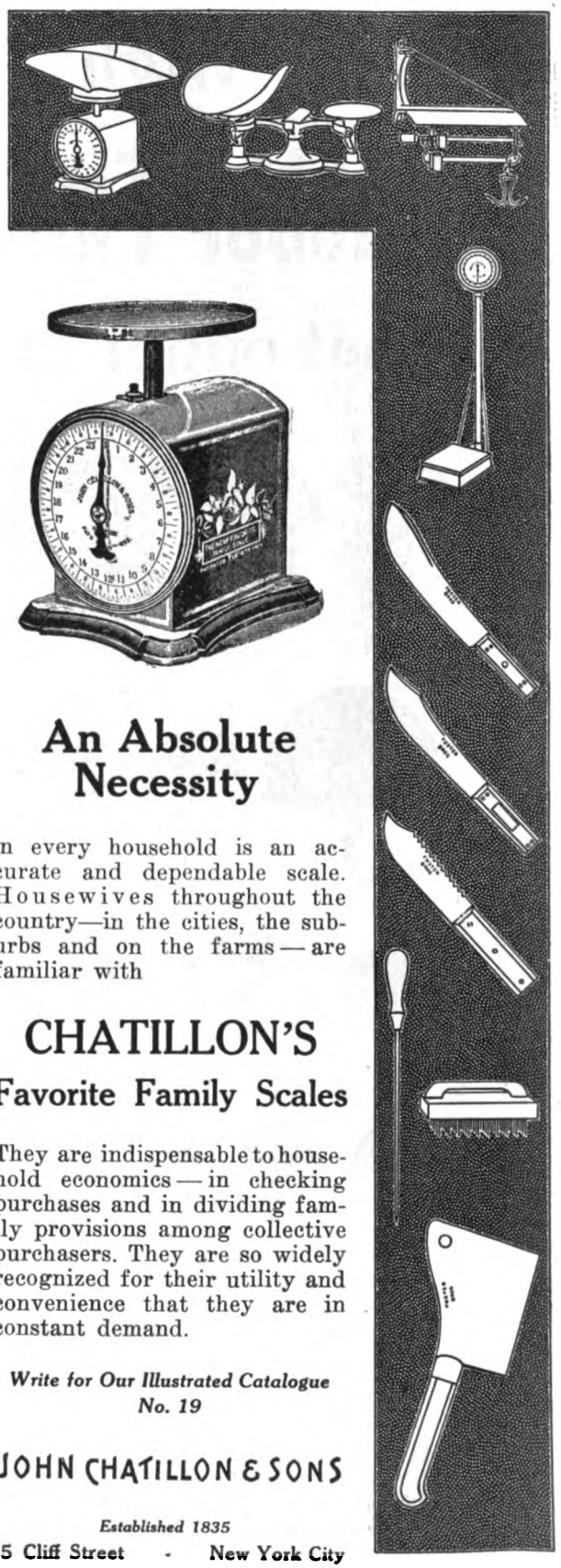
The market is ready for Witt's Cans and Pails. Display the product in your store and quick sales are sure.

THE WITT CORNICE CO.
CINCINNATI, OHIO

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co....San Francisco
Dohrmann Commercial Co.....San Francisco
Dunham, Carrigan & Hayden Co..San Francisco
Heyman-Weil Co.....San Francisco
Holbrook, Merrill & Stetson, Inc., San Francisco
Mangrum & Otter, Inc.....San Francisco
Seller Bros. & Co.....San Francisco
Thomson-Diggs Co.....Sacramento, Cal.

WITT'S CAN and PAIL



An Absolute Necessity

in every household is an accurate and dependable scale. Housewives throughout the country—in the cities, the suburbs and on the farms — are familiar with

CHATILLON'S
Favorite Family Scales

They are indispensable to household economics — in checking purchases and in dividing family provisions among collective purchasers. They are so widely recognized for their utility and convenience that they are in constant demand.

Write for Our Illustrated Catalogue No. 19

JOHN CHATILLON & SONS

Established 1835

85 Cliff Street - New York City

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Some High Grade Standard Rubber Tips and Bumpers

That ought to be in your stock

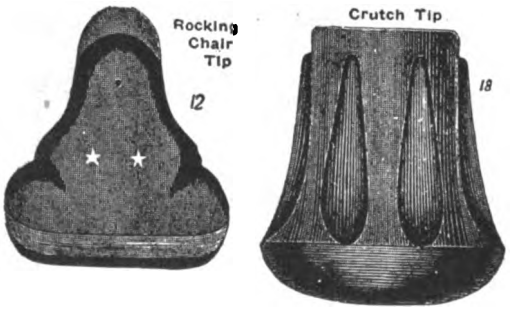


Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you, to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.

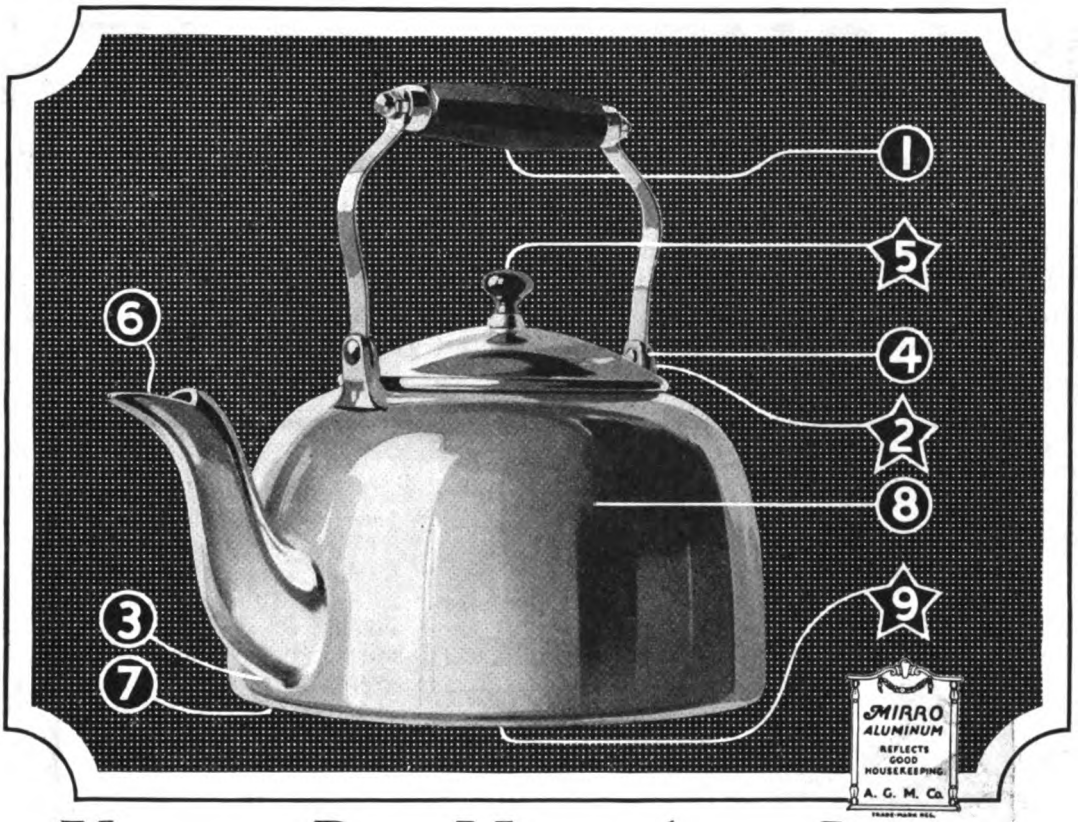


THE ELASTIC TIP COMPANY

370 Atlantic Avenue.

Boston, Mass., U.S.A.

Digitized by Google



Years Do Not Age Mirro

Time treats Mirro Aluminum gently. Given a modicum of care, it remains beautiful and of unimpaired usefulness through long, long years of service.

Madame may be assured that if her kitchen is equipped with Mirro, it is well equipped. Not only is Mirro designed for easier and better cooking, it is also built to *last*. Because Mirro utensils need no replacement and their first cost is not high, they are a real economy.

As for convenience! —

Note the many features of convenience in this Mirro Tea Kettle. You will not find them in ordinary aluminum ware.

(1) Highly ebonized, sure-grip, detachable handle. ☆(2) Handle ears are welded on — an exclusive Mirro feature. (3) Spout also welded on — no loosening — no dirt-catching joint.

(4) Slotted ears permit handle to be shifted to any desired position without coming in contact with sides of kettle. ☆(5) Rivetless, no-burn, ebonized knob—another exclusive feature.

(6) Quick-filling, easy-pouring spout. (7) Unusually wide base — quick heating and fuel saving. Also prevents flame from creeping up around sides.

(8) Famous Mirro finish. ☆(9) All these features are assured by your guarantee of quality — the famous Mirro trade-mark stamped into the bottom of every Mirro utensil.

It will add to your appreciation of Mirro to know that it is the culmination of more than twenty-five years' experience in aluminum making.

Sold everywhere at the better stores.

Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U.S.A.
Makers of Everything in Aluminum

Dealers: Mirro Aluminum has become the recognized sales leader. Every sale means a dealer sale and a dealer profit. Write today for dealer catalog and interesting dealer data.

MIRRO ALUMINUM
Reflects
Good Housekeeping

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MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirts from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents **Retails for 10 Cents**

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

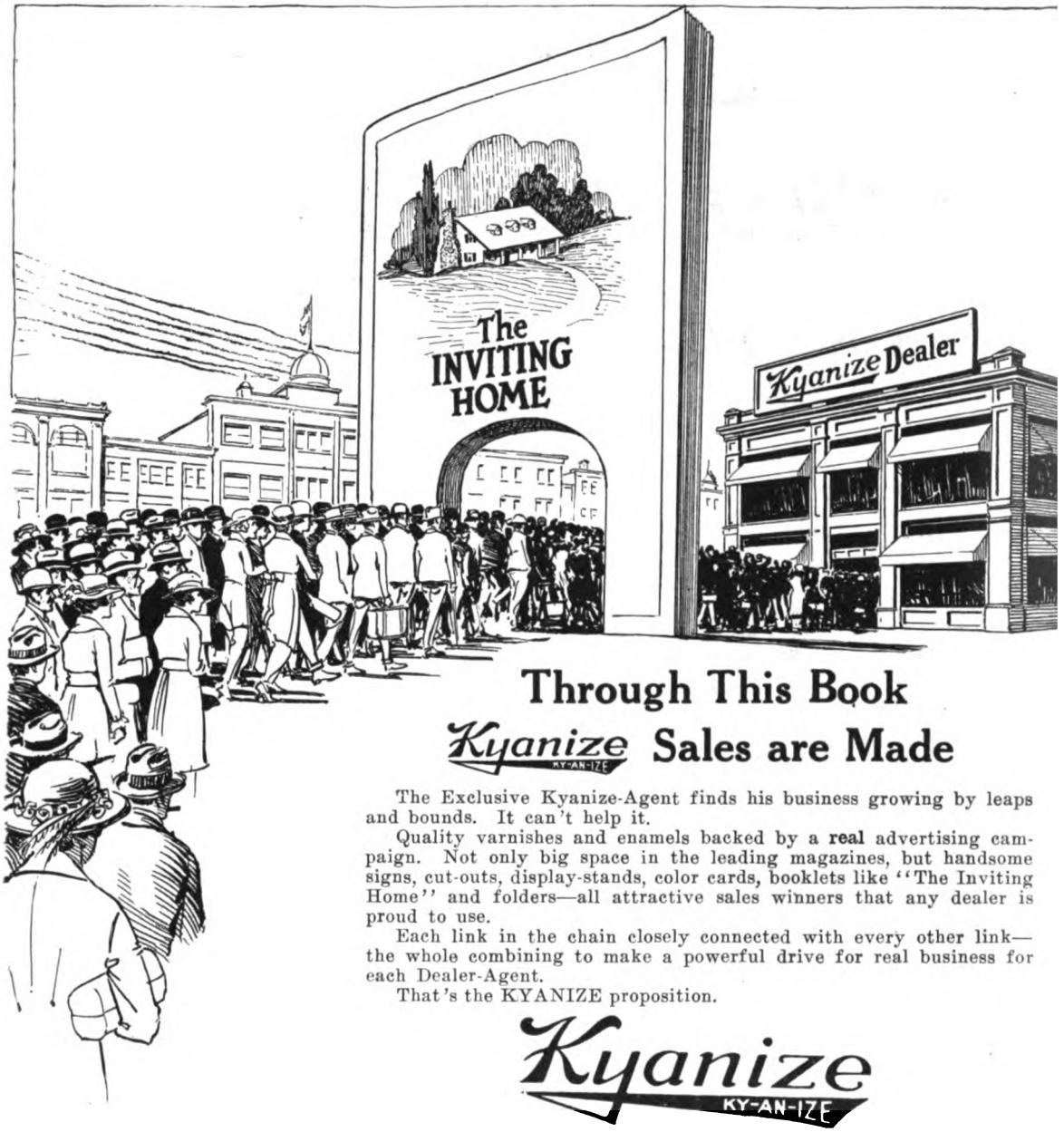
MANUFACTURED BY

JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST. **PHILADELPHIA, PA.**

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

Digitized by Google



Through This Book Kyanize Sales are Made

The Exclusive Kyanize-Agent finds his business growing by leaps and bounds. It can't help it.

Quality varnishes and enamels backed by a **real** advertising campaign. Not only big space in the leading magazines, but handsome signs, cut-outs, display-stands, color cards, booklets like "The Inviting Home" and folders—all attractive sales winners that any dealer is proud to use.

Each link in the chain closely connected with every other link—the whole combining to make a powerful drive for real business for each Dealer-Agent.

That's the KYANIZE proposition.

Kyanize
KY-AN-IZE

The Business-Building Varnishes and Enamels

This live line is offered to only ONE live dealer in each locality. Now's the time to act. Our advertising plans for the coming season are complete—they call for stronger, more extensive efforts than ever. Winthrop Wise, the Kyanize salesman extraordinary, is back on the job, all the old Kyanize agents know what that means and the new Kyanize agents will soon see the results of Winthrop's work in the increased activity of their cash registers.



"My work, as I conceive it"
Observes shrewd Winthrop Wise
"Will bring our hustling dealers
More sales of KYANIZE."

Remember—Only One Exclusive Agent in Each Locality

Lose no time in grasping this opportunity, if there is now no Kyanize agent in your town. Write us today for full particulars on the Kyanize Exclusive Agency proposition. A postal will do, but send it today.

BOSTON VARNISH COMPANY

San Francisco
Office and Warehouse
269 Eighth Street

Everett Station,
Boston, Mass., U. S. A.

Chicago
Office and Warehouse
519 W. Twelfth Street

Powerful Magazine Advertising | **Dealers' Mail Advertising** | **Attractive Window Displays** | **Exclusive Agents Protected**

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Faultless Caster Company

PACIFIC COAST REPRESENTATIVES
CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.

Evansville 

Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

Digitized by Google

Genuine "Acme" Fry Pans and Spiders

Cost no more than imitation or inferior articles



But they Build Up Your Trade and Satisfy Your Customers

Insist on the

Genuine Acme

if you want ware of uniform and highest quality

Examine Samples of This Ware and prove it for yourselves



Sold by all First-Class Jobbers throughout the West

ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES

LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company

BROOKLYN, NEW YORK

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Baldwin Circulation Proved

The above cut shows a Baldwin Dry Air Refrigerator with a wheel at bottom of storage room. The circulation is strong enough to turn the wheel at a rapid rate. No other make can turn a wheel placed in the bottom of the refrigerator. It proves that every inch of air in the refrigerator is in constant motion.

We furnish dealers with a refrigerator fitted with glass door and wheel as illustrated above. Placed in your show window it has strong advertising value and attracts crowds.

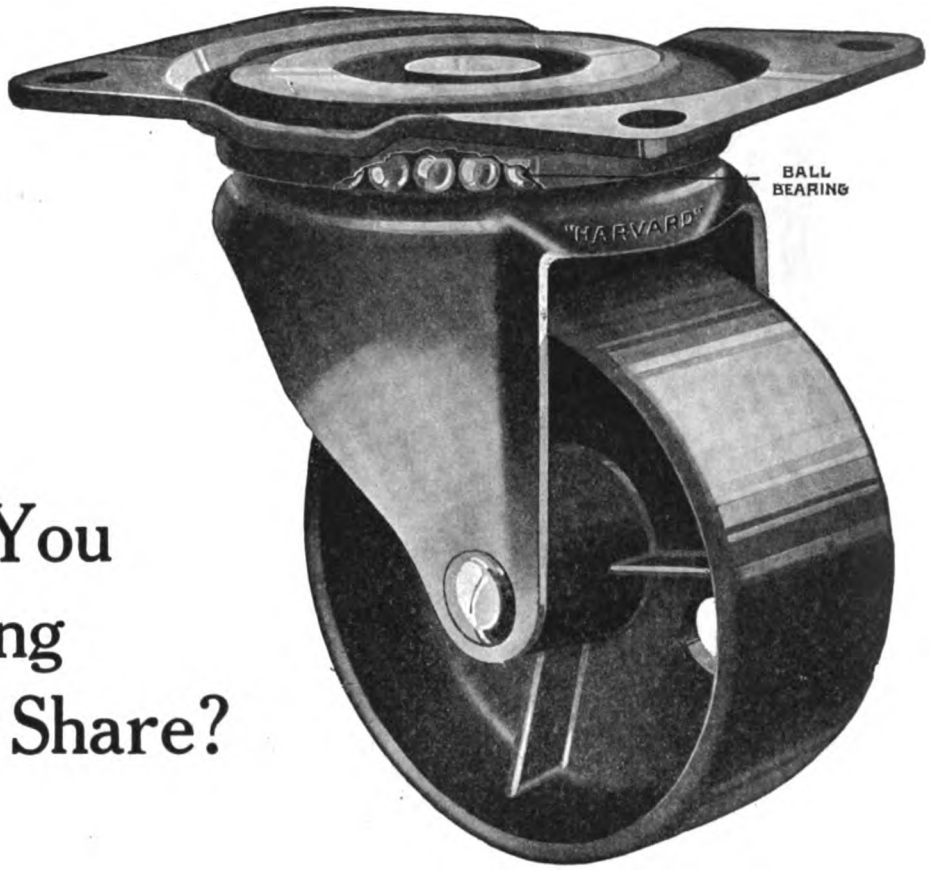
It's positive proof and very convincing. They "See the wheel go 'round." They see the Circulation.

The Baldwin Refrigerator Co.

Burlington, Vermont

Stock carried by HEYMAN-WEIL CO., San Francisco, Cal.

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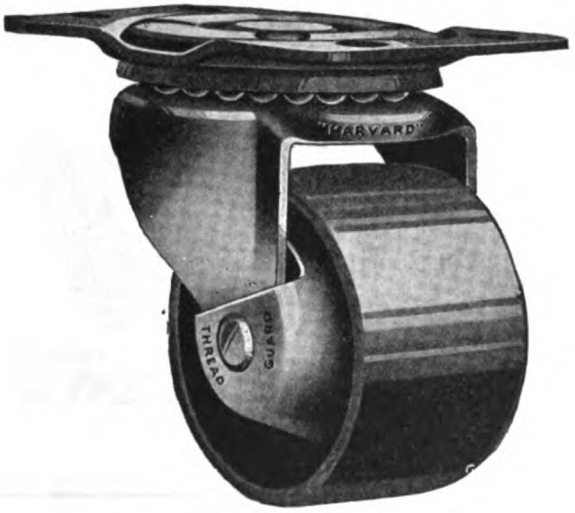
Are You Getting Your Share?

Hardware World Dealers all over the country are "cashing in" on the new "Harvard" Ball Bearing Truck Caster. Are you one of them or have you overlooked this opportunity to increase your sales?

The new "Harvard" Ball Bearing Truck Caster is constructed of extra heavy gauge steel. The axle is also made of extra heavy steel. The wheel is cast iron. This caster is much lighter than ordinary iron casters yet is practically indestructible. It is unequalled for strength and durability. The large 5-16 inch ball bearings make them easy running and turning.

Our new "Harvard" Ball Bearing Thread Guard Caster shown below has proved a big seller to shoe factories and mills where lint and threads from the floor are apt to twist around the wheels and prevent free action. Their big feature is the steel guard which prevents this and their 7-32 inch ball bearings.

Every Hardware World dealer should have our descriptive circular No. 105 H. W., showing our complete line. Write for one.



PUT YOUR CASTER PROBLEMS UP TO US

The Bassick Company

General Offices

Bridgeport, Conn.

The M. B. Schenck Co. Division

Universal Caster & Foundry Works Division

The Burns & Bassick Company Division

Address all inquiries to Bridgeport, Conn.

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Queen Incubators
Built to Hatch Without Trouble



There is money in an Incubator Department, but it is absolutely necessary to handle a line of Incubators that satisfactorily deliver the chicks.

The Queen is known throughout America as a high-grade moderate-priced Incubator that hatches chicks that live and grow. Write us.

Queen Incubator Company
Lincoln, Nebraska

Digitized by Google



A.G.M.CO. VIKO ALUMINUM

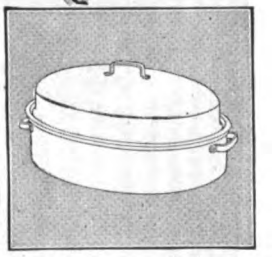
Mighty as the mountains of his native Northland, the Viking is a fitting symbol for Viko, the Popular Aluminum Ware.

It, too, is renowned for its strength.

The aluminum of which Viko is made is rolled repeatedly under enormous pressure, thus insuring sheets of even thickness, free from bubbles and other defects.

It will pay you to handle Viko.

ASK YOUR JOBBER



Oval Roaster—One of the many Viko utensils

VIKO

The Popular ALUMINUM

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"IRON HORSE" BRAND











"As Strong as the Name Implies"

THIS IS OUR SLOGAN—
READ IT AND BELIEVE

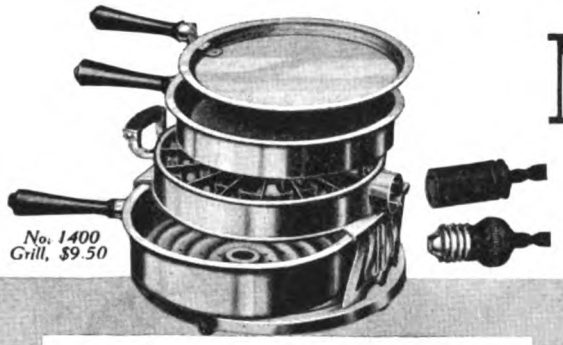
Made from extra heavy galvanized sheets, strongly reinforced with wire hoops, steel slats, and shaped iron bands, where such reinforcement is required. Specially made bottoms to stand the wear and tear of each requirement. Years of experience have shown us the right way to make our product. Before shipping them to you we make sure that every article is true to the standard which we ourselves should demand.

Write for our catalog if you would see a good, strong line. Compare our line with others — if you are convinced — buy

Rochester Can Company

91 Hague St., Rochester, New York

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Manning-Bowman Quality Ware

H. J. GUTE & CO.

150 Post St.,

SAN FRANCISCO - CAL.

Western Representatives

MANNING, BOWMAN & CO.
The finest Nickel Plated Ware in the world.

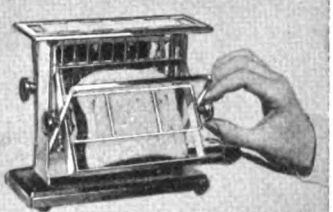
VACUUM SPECIALTY CO.,
HOT-A-KOLD Vacuum Bottles
Lunch Kits

BENEDICT MFG. CO.
Silverware, Sheffield Ware, Clocks, Novelties, Desk Sets, Tin Spoons, Knives and Forks.

THE HANDEL COMPANY,
Most Beautiful Portable Electric Lamps. Electric Floor Lamps.


6 lb. Irons, $6.35


Pot Percolator, Fluted, No. 11093, $13.00
Other Styles, $9.35 up


Toasters:
Reversible Style, $7.00 up
Regular Style, $6.25 up

TRADE HOTAKOLD MARK
VACUUM VESSELS


Tilting Carafes, $10.75 up

Bottles: Pints, $2.25 to $4
Quarts: $4 to $6.50




Carafes, $5.25 up


Jugs $5.75 and up


Decorated Carafe and Jug Sets $12.50 up

GET OUR TRADE DISCOUNTS AND PRICES

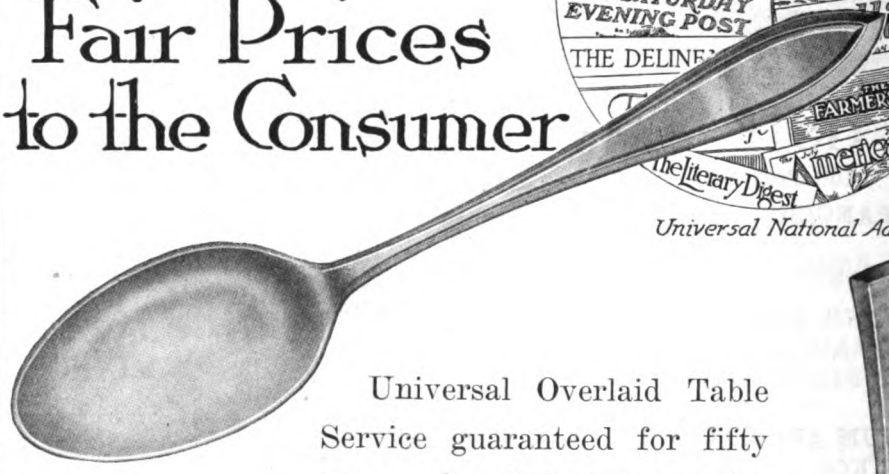
WILL SAVE YOU MONEY

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Good Profits to the Dealer Fair Prices to the Consumer

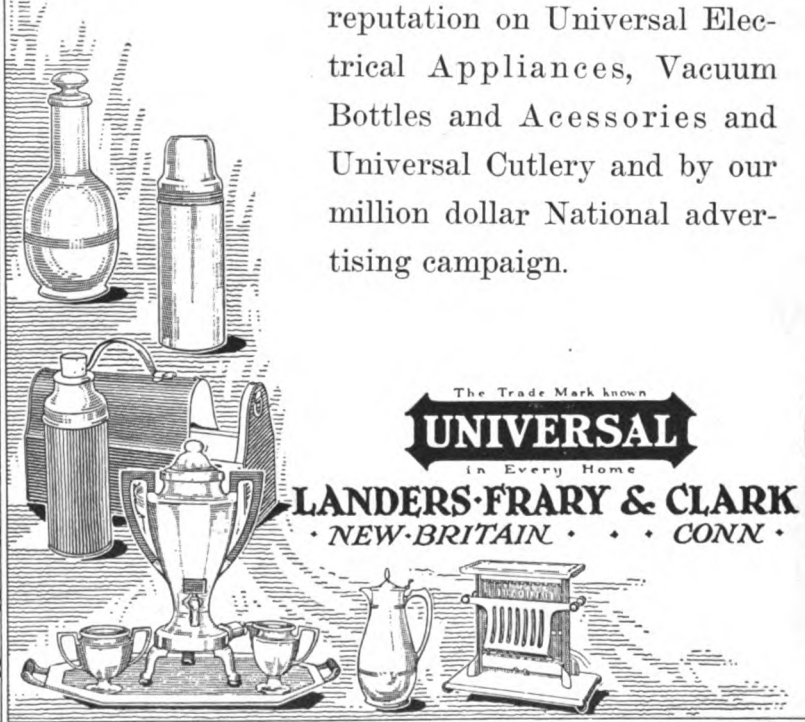


Universal National Advertising



Saybrook Pattern Tea Spoon No 515

Universal Overlaid Table Service guaranteed for fifty years of satisfactory service and backed by our trademark, reputation on Universal Electrical Appliances, Vacuum Bottles and Acessories and Universal Cutlery and by our million dollar National advertising campaign.





Farmington Pattern Tea Spoon No. 615

The Trade Mark known

UNIVERSAL

in Every Home

LANDERS·FRARY & CLARK

· NEW·BRITAIN · · · CONN ·

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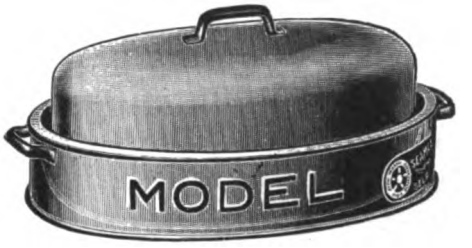
ESTABLISHED IN 1834 — THE OLDEST HOUSE IN THE BUSINESS

"MODEL" ROASTERS

The Roaster of Satisfaction

Manufactured by THE CENTRAL STAMPING COMPANY'S original process of reverse stamping whereby all unsanitary and unsavory ridges are eliminated. Made in Plain Metal, also enameled in three colors.

Seamless
Sanitary
Self-Basting
Self-Browning
Satisfactory



Best Shape and Construction For Efficiency

ONE PIECE BODY
(Makes Cleaning Easy)

MAKES ROASTING A PLEASURE
(No Basting Over Hot Oven)

HAS HOT AIR JACKET
(Prevents Burning)

CLOSE FITTING HANDLES
(Economy of Space)

TRADE MARK

Fish Racks can be furnished for use with the roaster, but are not included unless ordered extra.

TWO SIZES

Small Holds

10 Lb. Round Roast
8 Lb. Rib Roast
8 Lb. Leg of Lamb
1 10 Lb. Turkey or
2 4 Lb. Chickens

Large Holds

18 Lb. Round Roast
14 Lb. Rib Roast
15 Lb. Leg of Lamb
1 16 Lb. Turkey or
3 4 Lb. Chickens

Small 10¼ - in. x 15½ - in. including Handles 17 in.
Large 11¾ - in. x 17¾ - in. including Handles 19¼ - inch.



Blue Glazed Enamel



Gray Mottled Enamel

Represented in California
by
BARRETT & ROSS
91 New Montgomery Street
San Francisco, Cal.

In the State of Texas
by
C. V. MILLARD
San Antonio, Texas



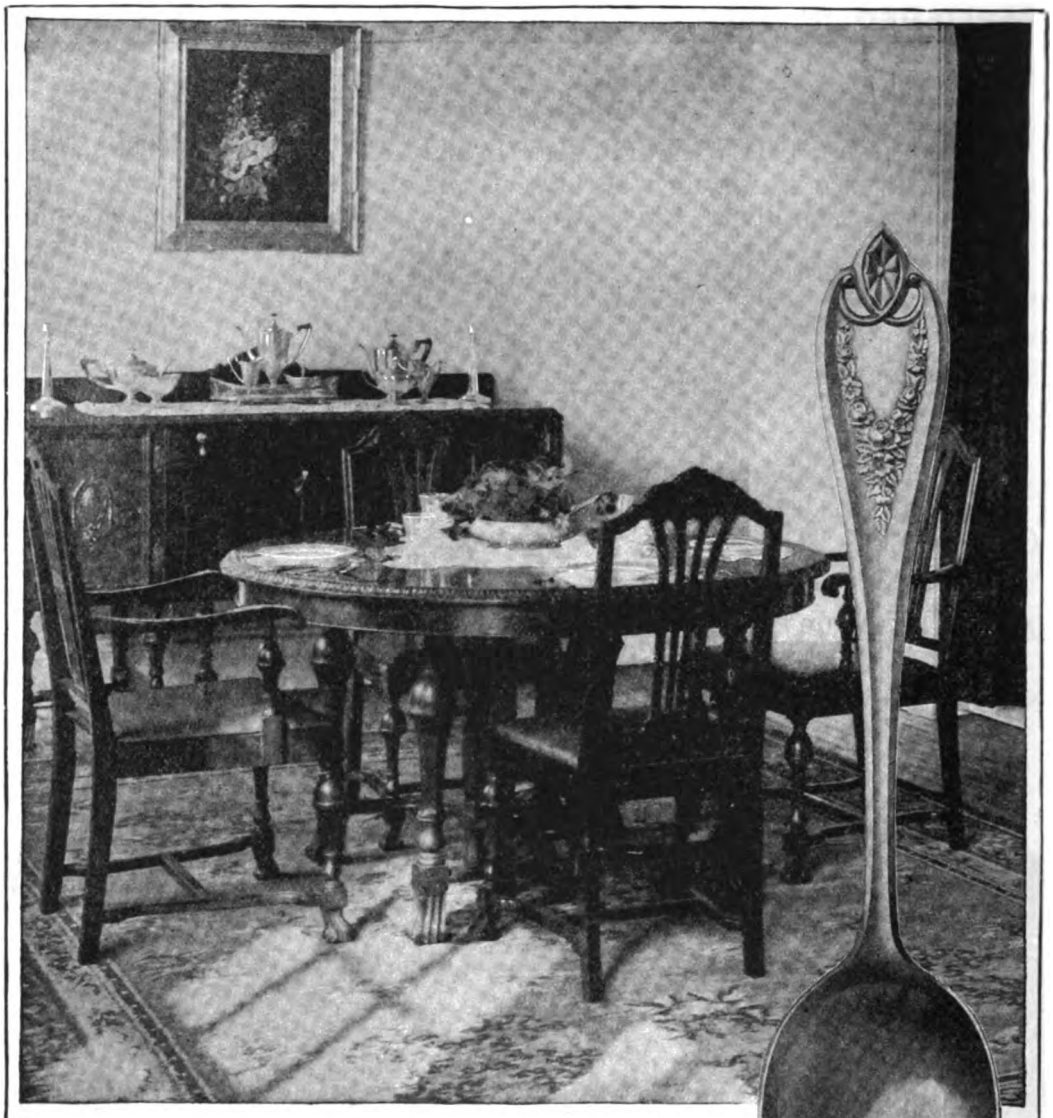
"Model" Extra Large Roaster

Represented in the States of Washington, Montana, Idaho, Oregon, Colorado and Utah by
FRED A. LEE
1620 Thirteenth Avenue
Seattle, Wash.

One Size 12¾ in. x 18⅝ in., including Handles 20¾ in.
Two Finishes—Polished Sheet Steel and Blue Glazed Enamel.

THE CENTRAL STAMPING COMPANY - NEW YORK

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Why Merely Sell Silverware?

The opportunity is yours to do much more—to sell service and to greatly broaden your field of operations. The fact that the furniture, etc., may be supplemented by an appropriate design in

1847 ROGERS BROS.
SILVERWARE

Old Colony Pattern

should give you the opportunity to render real service to those who are seeking harmony in the interior arrangement of their homes.

INTERNATIONAL SILVER CO., Meriden, Conn.

Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.

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PYREX is a new profit.

PYREX is a quick turnover.

PYREX never has to go into a sale.

PYREX appeals to all classes.

PYREX is irresistible.

PYREX

TRANSPARENT OVEN DISHES

By Absorbing all the Heat—Save Fuel

PYREX is nationally advertised.

PYREX is guaranteed.

The leading manufacturers of metal mountings have adopted PYREX for their standard insets.

Jobbers handling housewares have complete stocks of PYREX.

A Booklet, "How to Sell More," will be posted to buyers and salespeople, free on request.

Pyrex Sales Division

CORNING GLASS WORKS

World's Largest Makers of Technical Glass

555 Tioga Avenue, Corning, N. Y.



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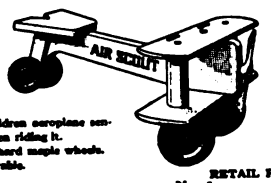
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TOYS Irresistible!

Little Americans Recognize Them as Their Own Ideas Improved and Perfected

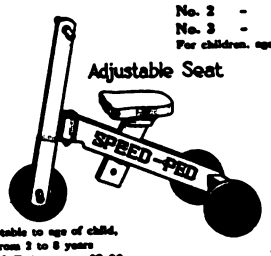
Give Them What They Want

Speed Up the Returns in Your Toy Department with These Fast Sellers!



Gives children aeroplane sensation when riding it. Runs on hard maple wheels. Extra durable.

RETAIL PRICE
No. 1 - - $2.25
No. 2 - - 3.50
No. 3 - - 4.00
For children, ages 2 to 6 years



Adjustable to age of child, from 2 to 6 years
Retail Price - $3.00



KOASTER-KAR
A thriller for the larger children. Hard maple wheels and strong brake.
Retail Price - $3.50

ROL-A-SKI
"GOES LIKE SIXTY"
Three strong, hard maple wheels and sturdy handle.
Price - - $1.75





$4

ALL EASY TO ASSEMBLE

FOR GIRL FOR BOY
FOR BABY

Vehicles That Help Buyers Make Good Showings. It's the Quickest Turn-Over Line You Can Buy.

Write for Quotations

For Both Indoor and Outdoor Use

AIR SCOUT
SPEED-PED
KOASTER-KAR
ROL-A-SKI
The SAMMIE
A CHILD'S HAND CAR

Toy Vehicles that help develop strong, healthy children and that satisfy the love of action characteristic of any normal child.

THE BEST OF CONSTRUCTION AND FINISH
"Quality First" Our Motto

ORDER TODAY—WE CAN DELIVER

The SAMMIE

A child's Hand Car operated by the arms—no foot action. Adjustable to age of child. Seven sizes in one.

NOTE TO DEALERS: If your Jobber cannot supply you with our Toy Line, write to us and we will put you in touch with the nearest source of supply.

BAKER-SMITH COMPANY

RIALTO BUILDING - SAN FRANCISCO, CAL.

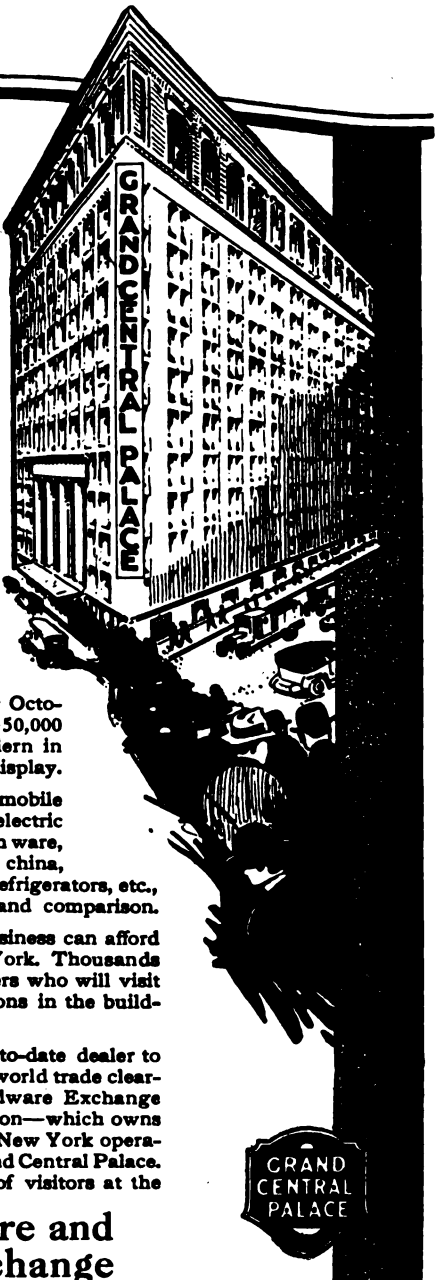
GEORGE MITTLEMAN, New York Representative, 487 Broadway, New York, N. Y.

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Here's the Place to Buy!

International Hardware and Housefurnishing Exchange

OPENING OCT. 15th



DEALERS and jobbers in hardware and housefurnishings from all over the United States and buyers from many foreign countries will make Grand Central Palace their purchasing headquarters after October 15th. Here, arrayed on a single floor—50,000 square feet of space—will be all that is modern in these two lines. And this is to be a *permanent* display.

Hardware, stoves, shelving, tools, bicycles, automobile accessories, gas and steam fixtures and fittings, electric fixtures and housefurnishings such as aluminum ware, tin and enamelled ware, washing machines, china, glassware, toys; gas, oil and electric heaters, refrigerators, etc., will be exhibited, affording easy inspection and comparison.

No one in the hardware or housefurnishing business can afford to miss visiting the Exchange while in New York. Thousands will go especially to see it. Thousands of others who will visit primarily one or more of the various expositions in the building will inspect the hardware display as well.

The opportuniry is now presented for the up-to-date dealer to buy efficiently and economically in this great world trade clearing house. Then too, remember that the Hardware Exchange is backed by The Nemours Trading Corporation—which owns the Merchants & Manufacturers Exchange of New York operating the various industrial expositions in Grand Central Palace. You will want to be among the thousands of visitors at the

GRAND CENTRAL PALACE

International Hardware and Housefurnishing Exchange

GRAND CENTRAL PALACE

Lexington Avenue, 46th to 47th Sts., New York

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Two Famous Slaymaker Padlocks

Adjustable Shackle

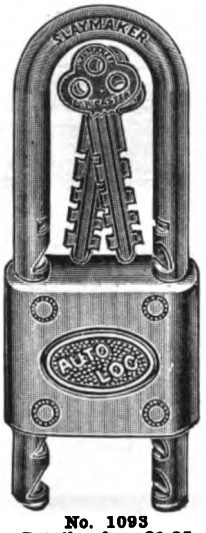
USED UNIVERSALLY FOR

"Thief-Proofing" Automobiles

Locking Spark and Throttle

Motorcycles } Locks Clear Across the Frame
Bicycles }

Sea Bags Sailors and Marines Buy Them in Large Quantities



No. 1093
Retails for $1.25
Size 2⅛"

Nearly every jobber handling Padlocks can supply you with either or both of these adjustable shackle locks. The case comes entirely off the shackle—allowing shackle to be slipped through the frame of a bicycle or motorcycle, over the spark, throttle and steering wheel of an automobile or on a sailor's sea-bag.

Case is of highly polished brass, shackle is of nickeled steel rod, with milled ratchets. Has brass bolts and tumblers, formed brass key centers and two nickeled steel keys. Each lock packed in an individual carton, attractively labeled.

SLAYMAKER ADJUSTABLE SHACKLE PADLOCKS HAVE FROM 32 TO 64 KEY CHANGES, A VERY IMPORTANT POINT, AS THIS TYPE OF PADLOCK IS USUALLY SOLD WHERE A NUMBER ARE USED IN THE SAME VICINITY.

Ask Your Jobber's Salesman About These Padlocks



No. 1092
Retails for $1.00
Size 1⅝"

SLAYMAKER LOCK COMPANY, Lancaster, Pa.

A. C. RIDDELL, Western Sales Manager

24 California Street, San Francisco, Cal. Higgins Building, Los Angeles, Cal.



LADY ELGIN
Oil Cook Stoves

Modern housewives want the best. They will not be satisfied with less.

Give your customers what they want and add prestige to your store by selling the best—ELGIN Oil Stoves and Ovens.

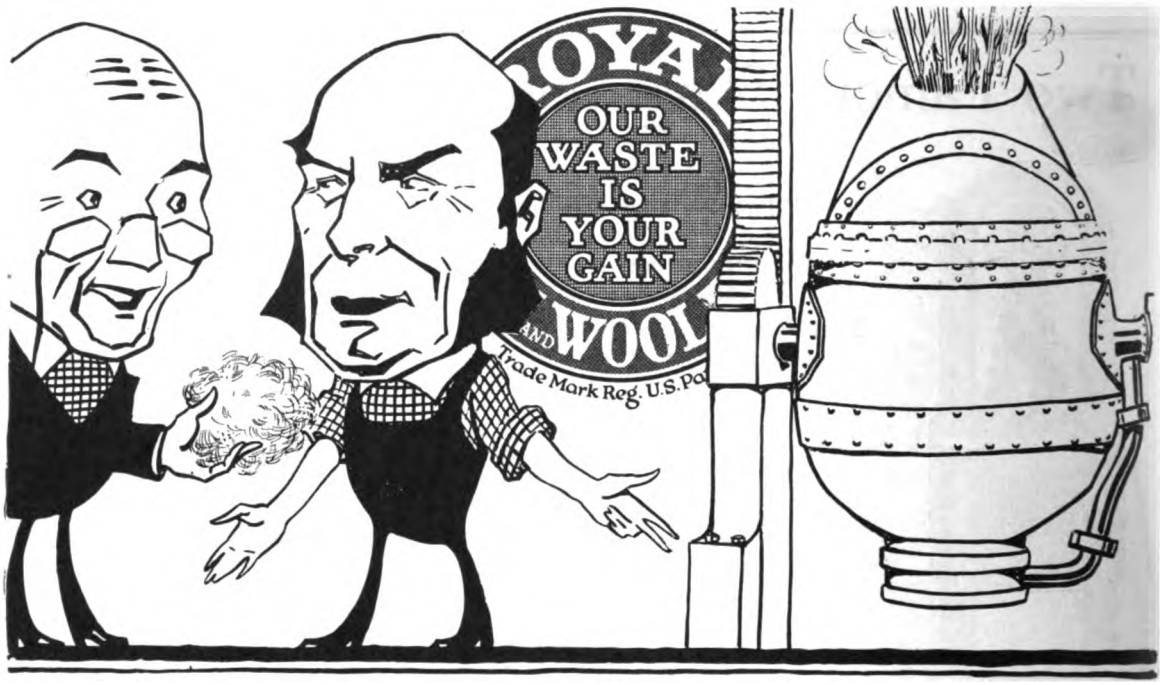
Avoid delay—get your needs recorded for future delivery and dating

ELGIN STOVE & OVEN CO., Elgin, Illinois

BEH & CO., Eastern Distributors, 106 Franklin St., New York.

UNION HARDWARE & WOODENWARE CO., Pittsburg, Pa.

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The Steel Wizard

SIR HENRY BESSEMER

Originator of Bessemer Process of Making Steel
Born 1813—Died 1898

By a brilliantly novel method he took the "tare" off pig iron—removed the carbon and silicon and thus made the metal malleable. To his invention is directly traceable the lowered price and tremendously increased use of the Metal of Progress.

THE Bessemer Process is concerned chiefly with the elimination of non-essentials. It carries a moral. The ideal "buy" in wiping material would be 100% pure Waste. From the viewpoint of the user, wrappings are a non-essential.

Especially non-essential are the heavy, dirty burlap and rusty iron bands or rope characteristic of old-style Waste — weighing too much and upwards of the total. They are non-usable and extravagant—paid for at the price of Waste.

Tare cannot be eliminated, but it is minimized in purchases of **Royal Cotton Waste**—reduced to a guaranteed 6% of the total—a saving which speaks volumes in the cost accountant's books at the year's end. Waste buyers should ask their jobbers or us for the Royal Sampling Catalogue and the booklet "Producing the Fittest in Waste."

ROYAL · OUR WASTE IS YOUR GAIN · COTTON WOOL WASTE

ROYAL MANUFACTURING Co

General Sales Offices and Plant, RAHWAY, N. J.

New York Chicago Pittsburgh St. Louis Baltimore Boston San Francisco

ROYAL · OUR WASTE IS YOUR GAIN · COTTON WOOL WASTE

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Murphy Univernish Advertising is read in millions of homes

All the cards in the dealer's hand

Your customers know that hot water will not injure Univernish. They also have known for more than fifty years that the name "Murphy" has stood for the best Varnish that science and high ideals can produce.

Let your customers see our new, brilliant, sales-magnetic window cut-out in your window.

Let them see, on entering, the lively, beautiful Murphy display material supplied in great variety.

Write for all details—sales helps—prices.



Murphy Varnish Company

FRANKLIN MURPHY, jr., *President*

NEWARK CHICAGO

The Dougall Varnish Company, Ltd., Montreal, Canadian Associate.

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Jump on the Domes of Silence Special!



BE there when the returns come in. Your train starts any day—we've been making it up for the last three months—it takes in all stops in prominent consumer districts, such as

Saturday Evening Post	*Red Book*
Literary Digest	*House Beautiful*
Woman's Home Companion	*House & Garden*
Good Housekeeping	*Country Life*



Are you ready to supply your customers with these shiny, little steel domes when they come into your store?

Step in and take your share of this nice clean package business—the handsome, colored display box containing ¼ gross of these attractive, smooth, polished, steel slides—all ready to put on the counter.

We recommend as a start: special assortment A1 consisting of ¼ gross sets each of best selling sizes ⅞", ¾", ⅝", ½".

Order from your jobber today

HENRY W. PEABODY
& COMPANY
17 State Street, New York



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Whips cream in 30 seconds —a wonderful seller

Let us send you one at dealers price to try at home

Let the head of your household tell you every sale sells a dozen more of the famous

DUNLAP SILVER BLADE Cream and Egg Whip



(A) Perforated Blade
(B) Non-slip bottom of bowl
(C) Handle set at handy angle

Whip and Bowl Complete
$1
$1.25 in West

628 Plymouth Bldg., SAN FRANCISCO
207 West 76th Street NEW YORK
628 Plymouth Bdg., MINNEAPOLIS

New Cuts for 1920 Jobber Catalog now **Ready**

Whips Cream in 30 Seconds.
Makes Mayonnaise in 4 Minutes.
Beats Eggs in 1 Minute.
Whips Even Cream From Top of Milk Bottle.

Easy to operate. The perforated blade works at the bottom of the bowl and cannot slip. No spatter or waste. Can be cleaned instantly.

ACCEPT THIS SPECIAL OFFER!

We are so confident you will be delighted with the Dunlap that we are willing to send you one for use in your own home at the dealer's price, and will rebate this cost on your first order.

Once you have seen how quickly and efficiently it operates you will be anxious to stock enough Dunlaps to sell every woman in your community, for once a woman has tried this wonderful whipper she quickly tells her friends about it.

Just send the coupon and we'll do the rest.

CASEY HUDSON CO.,
381 E. Ohio St. Chicago

To Order One—Use this Side	**To Order Dozen—Use this Side**
Put X in square ☐	Put X in square ☐
CASEY HUDSON CO. **381 E. Ohio St., Chicago** Gentlemen: Send me 1 Dunlap Silver Blade Cream Whip to be billed at dealer's price, amount to be rebated on first order of one dozen. (Cross this side off to order dozen)	**CASEY HUDSON CO.** **381 E. Ohio St., Chicago** Gentlemen: Enter our order for... doz. Dunlap Silver Blade Cream Whips, billing through jobber mentioned (Cross this side off to order one)
.....	
.....	
.....	

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Mr. Hardware Dealer—

Are you getting this free Trappers' & Dealers' Paper?



If not, send in the coupon below and get on our mailing list. We want you to see what we are doing to help you sell Victor Traps.

This breezy little paper is being read by hundreds of thousands of trappers. What does it mean to you to have this paper go to your customers each month?

ONEIDA COMMUNITY, Ltd., Oneida, N. Y.

Gentlemen: Date.....

Please put the following address on your mailing list, and send us the Trappers' Guide & Monthly News each month, as advertised in HARDWARE WORLD:

Name .....

Address .....

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Hardware World

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Volume XIV OCTOBER :: 1919 Number 9

Much to Gain, Nothing to Lose

IN THE comprehensive report from manufacturers and jobbers published in our last issue they were almost unanimous in their expressions that there was little likelihood of an early reduction in prices. On the contrary, with the advancing cost of both labor and material it would be found necessary for prices to advance.

In fact, since this issue was published many advances have already taken place, thus confirming the opinion expressed in these letters. A few later letters are given in this number.

Some are so confident that no reduction in prices is possible that they are willing to guarantee their prices for a certain length of time and to protect buyers in the event of a reduction.

In fact many manufacturers are holding to the same belief and are following the same policy.

The opinion was also quite general that it was not so much a question of price as it was of getting the material and supplying the merchandise.

The increasing demand for higher wages and shorter hours naturally lessens production, and when production is lessened one thing is inevitable: the scarcity of goods and higher prices, hence the retail merchant is taking little risk in placing his orders and specifications for the next six months, as little if any reduction in prices could hardly be expected before that time.

The one outstanding commodity on which there has been a decline in price and on which possible reduction may be looked for is that of cordage, and the manufacturers themselves were sufficiently frank to make that statement.

Another important factor in the situation is the difficulty in obtaining prompt shipments and the inevitable delay that is constantly arising in obtaining the goods after they are once shipped.

Almost every shipper has had the experience of obtaining little or no cooperation from the Federal railway system in tracing or facilitating shipments.

As is usual with government owned industries, the attitude is "if you do not like our service what are you going to do about it? You can take it or leave it, just as you see fit."

This attitude has been manifested throughout the entire country, hence the merchant has to allow a far greater period of time to receive his shipments than formerly.

One thing is sure, a merchant cannot sell the goods unless he has them in stock.

The farmers and producers, to say nothing of mechanics, have more money to spend for necessaries and luxuries than ever before, and that they are spending it regardless of prices is generally known.

If you have not noted the letters in our September number, it will be worth while turning to them again, learning what men whose business it is to study conditions really think of the situation.

Doubtless you will be convinced, as many other wise merchants have been, that the important thing now is to get the goods. There is nothing to lose and doubtless much to gain by having them when your customer calls for them.

Success is made, not by lying awake nights, but by keeping wide awake during the day time.

Things do not happen in salesmanship any more than they do in arithmetic and chemistry. A chemist would be considered a fool who threw a lot of chemicals together in a haphazard manner and looked for a positive result. If many so-called salesmen were asked how they made a sale, they don't know. They just made it.

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Wisdom is knowning what to do next. Skill is knowing how to do it, and virtue is doing it.

A deep and profound thinker rarely gives a hasty opinion or considers his judgment as final.

The man who is impatient at every interruption will waste himself and his nervous energy foolishly.

When a hardware man is able to sell a coal merchant a fireless cooker it must be a case of good salesmanship.

We all think of comfort, ease, larger success and greater honor, but the way to achieve these is to work on.

Many a man has failed to win success because he has tried to keep too many irons in the fire. Do at least, one thing well.

Successful salesmanship is founded upon sound, common-sense business principles. And business principles can be learned by any man who tries.

The man who does not do much thinking will not be likely to make beginnings of new undertakings, or to carry on old ones intelligently.

Nothing truer was ever said than that, "As a man thinketh in his heart, so he is," for our thoughts shape our ideals, our actions, our plans and our standards of success.

At a speech delivered at Plymouth, Mass., December 22, 1802, John Quincy Adams exhorted his hearers after this manner: "Think of your forefathers! Think of your posterity!"

Occasionally "start something" by having a contest of some kind among your employes. It will pay you, to pay them, to be interested and enthusiastic, by means of prizes, or special rewards of some kind.

Principles are what a man thinks to be right and has courage enough to stand up for, to live for, and if necessary to die for. The man of good principles can never be a loser, for in the end he is bound to win.

In recommending employes and in giving references, we should be honest, with due regard for caution of speech, lest we do these people an injustice in the thought of others. It is better to say nothing at all of a person, if we do not think well of them.

THE HIGH COST OF LIVING

We commend to our readers the most excellent address, published elsewhere in this issue, of Dr. Nicholas Murray Butler, president of Columbia University, New York. Only brief extracts of this address have heretofore been published.

In these days, when politicians are using "the High Cost of Living" as a means of promoting their own socialistic schemes, and stating that in order to reduce it, it is necessary to ratify the League of Nations without reservations, or even the dotting of an "i" or crossing of a "t," it is well worth while to give ear to such a man as Dr. Butler. It would do much to clarify the situation if such helpful addresses should be widely disseminated.

Modern equipment in the way of up-to-date fixtures, attractive window display arrangements and effective lighting, draw patronage and help to sell goods. The man who thinks he can't afford the right sort of equipment will pay for it anyway, in loss of business and prestige.

Everyone knows of stores where he refuses to trade because he has been mistreated by some salesman, and he blames the entire establishment because the person he comes in contact with is not the manager or the owner, but a single salesman; but one forms one's opinion of the entire organization from the conduct of the person with whom one comes in contact.

The introduction of a sale is that little "getting acquainted" moment when the clerk sizes up the customer and the customer sizes up the clerk and they ask themselves how they are going to get along together. Store service should start at the moment the customer enters the store and that is when he forms his first impression of the establishment, and the impression he forms at this time has much to do with the amount of money he will spend in that establishment.

INTO THE DAY

Into the day I must put my soul,
All my dreams of a future fine;
Not as a part, but of life the whole
Must I look at this day of mine.

I must be all that I hope to be,
From dawn to dusk as I go my way;
No tomorrow may come to me,
I must live my life today.

Greatness of soul isn't future bliss,
Nor won as laurel to wreath the brow;
Much of beauty the life shall miss
That isn't splendid with honor now.

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WHAT SHAPE IS YOUR FACE?

London merchants are demanding egg-faced men as salesmen. A phrenologist lecturing before the Sales Managers' Association told the London employers that square-jawed men lack imagination, and round-faced men are not to be relied on at all—they are too happy-go-lucky—but the egg-faced individual with the broad brow of the dreamer and a narrow chin will possess forethought, ideals and initiative.

It sounds sensible enough. A salesman needs a lot of imagination, since he must frequently see fictitious superiority in the article he sells. Of course a cheerful man who stayed happy whether he sold goods or not would drive any employer to drink. But a man who can see the goods as he has to represent them, who can be persuaded to a customer's point of view when necessary, and who is sufficiently cast down by failure to work for success is the man everybody is looking for.

Young men desiring to enter the sales branch of any business should consult their mirrors. Happy and sure of his job will be the youth who can conclude his application with the words, "I have an egg-shaped face," for he is the lad that could sell matches in hades.

CAN RETAIL DEALERS DO BUSINESS ON 10 PER CENT OVER WHOLESALE COST?

Hardware dealers can count themselves fortunate that as yet (although there is no telling how soon they may be if socialistic doctrines make more headway) they are not compelled by the present administration to sell their merchandise on a 10 per cent addition to their wholesale cost.

These restrictions have been placed on sugar, and such a margin is advocated on various other food products sold by grocers. In fact, the retailer is being made the scapegoat, and held up to public censure by politicians as being largely responsible for the high cost of living.

How long could any retail merchant last in business if he is restricted to such a margin of gross profit, out of which his entire expense of conducting business must be deducted? Is it not time for business men to awaken to the conditions?

The directors of the United States Chamber of Commerce, who have recently made a tour of the country, make the public statement that there is really great cause for alarm at the spread of this and similar socialistic doctrines that are being disseminated under the guise of "humanity," "brotherhood," "breaking the heart of the world," and catch phrases designed to catch the votes of the unthinking.

The individual who thinks first and speaks afterwards rarely has apologies to make.

THE TRUE SPIRIT OF AMERICA

Henry Cabot Lodge, in addressing the United States Senate a few days ago, uttered these words, which every American can heartily subscribe to. We should guard against being misled by doctrinaires and impractical "idealism":

"I believe we do not require to be told by foreign nations when we shall do work which freedom and civilization require.

"I think we can move to victory much better under our own command than under the command of others.

"Let us try to develop international law. Let us unite with the world to promote peaceable settlement for all international disputes. Let us associate ourselves with other nations for these purposes. But let us retain in our own hands and in our own control the lives of the youth of the land. Let no American be sent into battle except by the constituted authorities of his own country and by the will of the American people.

"I will go as far as anyone in world-service, but the first step to world-service is maintenance of the United States. I must think first of the United States, and when I think of the United States first in an arrangement like this, I am thinking of what is best for the world, for if the United States fails, the best hopes of mankind fail with it.

"Leave her to march freely through the centuries to come as in the years that have gone. Strong, generous and confident, she has nobly served mankind. Beware how you trifle with her marvelous inheritance, this great land of ordered liberty, for if we stumble and fall, freedom and civilization everywhere will go down to ruin."

IT IS NOT ALWAYS EASY

To apologize.
To begin over.
To take advice.
To be unselfish.
To admit error.
To face a sneer.
To be charitable.
To be considerate.
To avoid mistakes.
To endure success.
To keep on trying.
To be broad-minded.
To forgive and forget.
To profit by mistakes.
To think and then act.
To keep out of the rut.
To make the best of little.
To shoulder deserved blame.
To maintain a high standard.
To recognize the silver lining.
—But it always pays.

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ARE YOU A PROFITEER?

(Issued by the Wisconsin Retail Hardware Association)

The attention of the world today is centered upon the high cost of living. This is not confined to the high cost of food stuffs. The world, as usual, is looking with suspicion upon the retailer; manufacturer and jobber are quick to disclaim any intention of profiteering and to pass the buck to the retailer. The ultimate consumer is willing to believe anything and to try anything that will promise to reduce costs. If there is hope that prices may be reduced through the elimination of the retailer the ultimate consumer is more than willing to make the trial without considering for one minute the economic necessity for the retailer.

Why the Retailer Stands Convicted

And, while the retailer will immediately deny that the expense of distributing merchandise through him is a burdensome expense in consideration of the service rendered, he stands convicted because there seems to be proof on every hand that the average retailer charges considerably more for his merchandise than does the mail order house.

The public accepts this proof without considering the iniquitous system that forces the retailer to sell at higher prices than these competitors and without realizing that the principal variations in these prices occur on nationally advertised goods on which there is fixed a resale price.

Advertising the Retailer's Helplessness

The mail order house is quick to grasp its opportunity. It makes capital of the retailer's helplessness. It calls attention to the saving effected by buying by mail instead of through the local dealer and it invariably selects cases where the article has an established price that is nationally known.

In a prominent place on a page in one of their catalogs showing a large line of Daylo Flashlights, Sears Roebuck and Co. say:

"Eveready Daylos are widely advertised at price higher than we ask."

Unfortunately this is true. The manufacturer fixes a list price which he expects the dealer to maintain, and the retailer who does not generally hears from the manufacturer promptly.

It is easy to understand why Sears Roebuck should take advantage of the retailer's helplessness and advertise it. This is simply a matter of good business with them. All propaganda that they can start working to convince the consumer that the ordinary retailer is an unnecessary and expensive luxury tends to increase the mail order business.

The thing to marved at is that the retailer will advertise his own helplessness and make no determined stand to change these unfair conditions.

The Consumer's Proof

When you display Daylo flashlights in your store and mark the manufacturer's resale price on them you advertise youreslf to anyone who has Sears Roebuck & Co.'s catalog as a profiteer to the extent of twenty-five per cent. If you question that statement verify the prices that are shown on a comparative basis on this page:

Fibre cases, reg. lens.

Kind of Light	Dealer's Price	S. R. Co. Price	Profiteer's Percentage
Small, two cell	$1.35	$1.08	25%
Regular two cell	1.70	1.38	23.2%
Three cell	2.00	1.60	25%
Nickel cases, reg. lens			
Small, two cell	1.55	1.24	25%
Regular, two cell	1.85	1.48	25%
Three cell	2.25	1.90	25%
Batteries			
Small, two cell	.30	.24	25%
Regular, two cell	.35	.28	25%
Three cell	.50	.40	25%

Who Is to Blame?

There can be no question, in the face of these figures, that the retailer is asking too much for Daylo Flashlights. He stands convicted, in the minds of the critical, as an expensive method of distribution, or as a profiteer. Whose fault is it? Primarily it is the retailer's. He should not allow the manufacturer to place him in such an unfavorable light. True, the manufacturer is at fault, but he has undoubtedly been assured that the retailer will have no trouble getting the suggested retail price. He has not been made to realize that this discrimination against the largest distributor of his products, and in favor of the mail order house, is one of the things that has brought about the business chaos into which North Dakota has been plunged, and that this same discrimination is fanning the flames of "manufacturer-direct-to-consumer" merchandising in every state of the Union.

What Is the Remedy?

If the retailer is to blame he must clear his own skirts before attempting to make the manufacturer or jobber clean house. The retailer who is alive to present day conditions realizes the absolute necessity of getting on a basis that will allow him to compete with Sears and other mail order houses. He must find a remedy, and in this case the initial steps, at least, are easy to prescribe.

In the first place the manufacturer's suggested resale price must be eliminated. The retailer must sell Daylo flashlights at the same price as Sears. That incriminating profiteer percentage of 25 per cent must be wiped out. The dealer who continues to adhere to the resale price that makes such a showing is digging his business grave.

Abolish the resale price. Mark your Daylo flashlights at Sears' price.

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When you have done this your profit has dropped from 40 per cent to 25 per cent. This is too little for the line, but it is better to make less and meet mail order competition. It is not a question of this line only. Your whole business is on trial. As you show your ability and determination to meet mail order prices on a single nationally advertised line, you give the consumer confidence in your ability to meet such competition on all lines, quality considered.

Having first established your retail price to the mail order basis you are then in position to put your case before the manufacturer and jobber. The best evidence they can have of your sincerity in the determination to establish the lowest published price as the retail price will be the fact that you have marked your goods at that published price and are taking a loss in profits. Then make an effort to buy Daylos at 40-10 per cent without taking a larger quantity than you need in order to get this price.

If you buy Daylos at 40-10 per cent and retail at the mail order price you are going to show approximately 33 1/3 per cent profit. If you can afford to handle the line on that basis the jobber can afford to sell you at 40-10 per cent. His present profit is not exorbitant, considering the profit the retailer is making. In short, both the retailer and the jobber are going to take shorter profits because of a situation that the manufacturer has created.

There is another remedy; one very much more drastic. It should not be resorted to unless the jobber and manufacturer refuse to come to the assistance of the retailer. Flashlights can be bought at 50-20 per cent and can probably be bought on this basis through group-buying by retailers.

Are You in Earnest?

The helpless situation of the retailer today is due largely to the fact that the retailer does not become concerned over a particular problem unless it concerns him personally and even then does not work in concert with other retailers.

There must be a greater co-ordination of effort. If you really want to meet mail order competition you can do so—by pulling together.

The man who puts his pleasure before his business usually has a balky tandem to drive.

There's many a slip 'twixt the cup and the lip; but most of the slips have occurred after the cup has been to the lip.

It was Wordsworth who said, "Plain living and high thinking are no more." If Wordsworth lived today and could contemplate the sacrifices made by the world in the name of liberty and freedom, he might think that high thinking still lives on.

BE FAIR TO THE OTHER FELLOW

Be reasonable in your demands and just in your criticisms. Be tolerant of shortcomings and give credit where it is due. Apply the same standards to the other fellow that you are willing to have applied to you. Don't expect greater results than are commensurate with the effort you put forth to secure them. Be human in your mental attitude and humane in its application. Know that all men are created equal; therefore, you are as good as the other fellow, but no better. Realize that greatest progress comes of co-operative effort and that you are entitled to take out of any project only in proportion to what you put into it. Do your share and you have a right to expect the other fellow will do his. Don't say "let George do it" and then grumble if George doesn't. Always be willing to put yourself in the other fellow's place before you condemn him. Often this will change your viewpoint and your judgment will be unbiased. Be kind, charitable and impartial and you have the right to expect fair treatment and most always you will get it. Always look at both sides of the proposition and above all be consistent.

The schools, the churches, the places of entertainment may close for one month, and there would be but little suffering; but let the salesmen of the world go on a strike for a month and the business of the world would be paralyzed. The salesman supplies the necessities of life—he is one of the great civilizers and educators.

TO A FIVE-DOLLAR BILL

Crinkle, crinkle, little bill!
Goodness gracious, you look ill!
Are you losing all your power?
You seem weaker hour by hour.

"Now that prices are so high,
I'm so tired that I could die.
I just circulate all day;
No one dares put me away.

"When the evening board is set
With the fruits of father's sweat,
My small voice is hushed and still—
I am in the butcher's till.

"And no matter where I go,
People disregard me so;
I don't seem to count for much
'Mongst the profiteers and such."

Bill, take heart, your luck may change,
I'll admit the times are strange,
Though you're weak I love you still—
Crinkle, crinkle, little bill.

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Another Door to Your Place of Business

Your Telephone Often an Unused or Ill-Used Asset

WOULD you be pleased to know that another door could be opened up easily to your place of business and that through it a steady stream of customers could readily be induced to enter?

If someone told you this and proceeded to prove to you that such a door was entirely practical and not at all prohibitive in point of expense, would you be ready to listen and to act, or would you remark pleasantly, "Ah, yes, that sounds good, very good, but really I am so busy already—." Well, now, would you?

The Door in Detail

Let me tell you about that door. It will not require very much space, but it will need a door tender—someone who has tact, good judgment and the ability to use the power of suggestion, for the door to your place of business about which I am talking is the telephone.

It has been estimated that in the average business which extends a line of credit as part of its policy that from 72 to 75 per cent of the business done is transacted in whole or in part over the telephone, so this everyday instrument is a most important door or entrance to the business proper.

"But I already have a telephone as a matter of course," I hear someone say impatiently.

Yes, doubtless you have—but there are doors and doors and telephones and telephones. Some doors are a step up and others a step down, some doors easy of access and others difficult, some hospitable and others inhospitable. It is just so with telephones.

Points to Ponder

A business telephone-door should always be open. That is to say, it should be a separate, or individual line and not a party one. When a customer wishes to get your store he should be able to do so without needless delay—for nowhere are delays more dangerous than in business about to be transacted over the telephone.

Employes and customers should not be permitted to hold long conversations on personal matters over the phone. The public does not expect to picnic on a doctor's door-step and it should be equally thoughtful as to obstructing a business wire.

If there is no other way out, have a second telephone—a party line will do—for private business, but keep the main door open at all times. It will pay.

"Voice With the Smile Wins"

Then the "voice with the smile wins." There is no door about it, that is why the choice of the door-keeper is important! Not only must the person who acts as telephone order clerk have a cheery voice and a winning one, but a voice with the quality of cordial, vibrant interest. It must express an intelligent personality, eager to give the customer what he wants and to make further practical suggestions as to goods in stock in which the patron may be interested at that very moment.

A Long-Remembered Lesson

It was at least forty years ago that my father owned a large tract of land, heavily timbered. A poor squatter settled on one corner of it, built a wretched shack to shelter his numerous brood and for charity's sake was permitted to remain.

Once in a while he did a little work in payment for his homesite and garden patch, but it was really very little. He had his firewood and he and his wife pottered about and got along as best they could. Across the boundary of the land lived an honest farmer who once in a while came to my father's house on business. His homespun and heavy boots told of rugged toil. Once I was coming from school with a party of boys and girls of aristocratic families, when a lumbering old wagon, drawn by a decrepit horse, rumbled into view. I hadn't seen the driver for years, but at once I recalled that he had been beneath the family roof and that my father had spoken well of him. A beaming recognition overspread my youthful countenance and I lifted my hat courteously.

A burst of laughter surprised me. "Why," exclaimed one of the prettiest of the girls, "you looked and acted just as if you were glad to see that old codger."

I flushed almost angrily, "But," I protested coolly, "I was glad. I hadn't seen him in a long time."

Perhaps that was not independence on my part as much as contrariness, nevertheless my feeling of pleasure had been real.

A couple of weeks later, my father said to me, "Lester, that old squatter rascal, Miller, is making me a lot of trouble. A scalawag of a lawyer has got hold of him and he has filed a claim on half of my land, basing his arguments on the contention that he has had peaceful possession of it long enough to give him ownership by right of possession.

"My best witness to the contrary is Partridge, the farmer across the line. He came to me voluntarily and said, 'Mr. Herbert, I'll go on the stand and tell what I know gladly and

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it will cook that old scamp's goose. I'm busy and short of help, but I don't propose to see you or a lad like that boy of yours euchred out of honest belongings.' I can tell you," my father continued, "I was pleased, for really it is nothing to Partridge."

I didn't say anything, but in the depth of my heart, I knew that Partridge felt friendly toward Dad and me simply because we had shown ourselves friendly toward him and had recognized him as a man worthy of our liking and respect.

The Point of the Story

The point of the story is that telephone salesmanship which wins must be genuine, regardless of time or the station of the customer.

It may be that the moment is an inconvenient one to be called to the phone, but the customer has no way of knowing and besides irritation never helps matters on either side of the door or at either end of the line.

A Selling Suggestion

Merely to say, "Thank you, Mrs. Brown, is that all?" is not to exercise real salesmanship, any more than it is for the phonographic attachment to drone, "The line is busy."

But if the telephone clerk is wise and remarks, "Is that all, Mrs. Brown? Thank you—and by the way, we have just opened up some new goods which are quite remarkable—we've tested them ourselves," or "we are giving daily demonstrations of our cooking ranges and everyone who has seen them are most enthusiastic about them, and Mrs. Harris (a rich friend of Mrs. Brown's) says they are wonderful"; or any other seasonable item could be spoken of.

Service—Real Service—Endears Any Business

to its customers and never is it more appreciated than when the offer of it comes over the telephone, thus saving time and trouble.

What about it? Are you using your telephone-door for all that it is worth to bring in trade? Are there any ways by which you could make it count for more?

What about a telephone list of patrons and prospects to be called up once a month and given some pleasant announcement—an invitation to a demonstration; a few inside tips on advancing prices or special offerings, etc?

What about a special daily list compiled from newspaper and hearsay? There are people whom it is tactful to congratulate in person, or to offer some special courtesy or timely service.

Use your telephone to make friends and those friends will appreciate the friendly feeling and gladly enter the door you have swung open for them.

Make your telephone door count!

To get ahead—use your head.

NOT THE JOB—BUT IT'S YOU!

It isn't the place or the job half as much as it's you. Before you begin to grumble and gloom and talk about the good old days, pause and consider what are you doing now to increase your present and future efficiency. If you devote your time, thought and energies to that, you'll have mighty little time to be dissatisfied, for you'll have to hustle to beat the cars—and your own record.

WHERE A LETTER WILL CARRY FOR TWO CENTS POSTAGE

The two-cent domestic letter rate resumed July 1 automatically carries with it the same postage for the following countries:

Bahamas, Canada, Cuba, Barbadoes, British Guinea, British Honduras, Dominican Republic, Dutch West Indies, England, Ireland, Scotland, Wales, Leeward Islands, Mexico, Newfoundland, New Zealand, Panama, Trinidad (including Tobago), and Windward Islands (including Grenada, St. Vincent, the Grenadines, and St. Lucia).

A LIVING DEMONSTRATION

The Canadian Pacific Railroad stands as the most convincing, living argument for private ownership of great transportation lines—a sharp contrast to the state of our own roads. It has been subjected to the severest tests of the war; heavier, even, in many ways than those borne by our own lines. And it has emerged triumphant, stronger than ever and greater, too, in popularity.

It gave good service to the Government, at reasonable costs. Beyond that, it afforded very substantial financial aid; $40,000,000 of its stock was loaned to the Government and it bought, of the second Canadian loan, $12,477,000 of bonds. The British Government has not yet paid for its service in full; nevertheless, the road is prosperous and financially sound.

Nor has it done this by any inordinate raise in prices to the public. The shipper and passenger are pleased, as they are getting good service. On the other hand, its employes are well paid and have their full share in its prosperity. Threatened labor troubles were settled in advance, and it has had no strikes such as ours. Its men got the equivalent of the "McAdoo scale" as soon as ours did and they had received earlier advances.

All this has been done by wise, intelligent, honest individual management. Does any sane human being imagine it could be duplicated under our methods of muddle? Are we so much less intelligent and capable than our Canadian cousins?—New York Sun.

It's all right for a man to blow his own horn provided it isn't a tin one.

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Building Up a Trade in Talking Machines

CALL UP No. 162

Hear Some New Records Over the Telephone

It's the easiest, most convenient way of buying records. If you live north, east, south or west, and it's cold, wet, disagreeable weather—USE THE WIRE. We'll demonstrate any record you say over the phone and give you quick delivery service. It's a novel idea, but a good one.

TRY IT TODAY

THIS was one of the things that made the phonograph department of Nebros, Butte, Mont., so popular. By special arrangement with the telephone company they installed a telephone in close connection with a phonograph, and then advertised as above. When a request is made for a demonstration the record is placed upon the machine and the horn turned into the transmitter. The sound travels over the wire the same as the human voice, and the party at the other end of the wire gets a good idea of how the record sounds.

"We found that in the fall and winter many people postponed getting new records on account of the inconvenience of coming to town," said L. A. Dreibelois, manager of the store. "Of course they could order the new records by name or number, but many, of course, object to buying a pig in a poke, and very naturally wish to hear how it sounds before making a purchase. That was the basis of our present installation.

The Results Have Been Astounding

People call up and ask for a demonstration, not only for the novelty, but as an actual convenience. Quick delivery service is a supplement to this idea which makes it even more successful. If someone wants a new record quick, but wants to hear it first, they have but to telephone, and then wait for the record or records to be delivered.

"This telephone service is mentioned in every ad of the store, whether it has to do with phonographs or stoves, and is also stamped on every sheet which the store sends out monthly announcing the new records. This being able to hear the new hits as soon as they arrive has increased business immensely, as different parties are anxious to be the first in town to have them—and the fact that they can get them the very day they arrive stimulates trade exceedingly. We never give people a chance to lose sight of the fact that we sell talking machines and handle all the late records," he concluded, "for we want them to associate this store just as much with talking machines as with stoves or nails."

Children make excellent boosters for any firm once their interest is aroused, and they have a spirit of loyalty and an appreciation of teamwork that surpasses their elders. Give them the proper incentive and they will pull together with a will for their school, church or club. A plan that was tried by Lansburgh & Bros., Washington, D. C., last season would therefore be particularly appropriate just now at the opening of the fall term of school.

They offered a handsome grafonola to the room in the public schools the pupils of which purchased the largest amount of merchandise during the month. Anyone could have his purchase credited to any room he desired, and the way those children did "pull" for their respective rooms was good to see. In order to be assured that every room in every school was entered, they inserted a little box ad in the midst of their big one:

NEW ARRIVALS

Don't forget that every boy or girl entering his or her room in our Grafonola contest will receive 100 votes FREE toward winning a $200 Grafonola. Come on, boys and girls, a long pull, a strong pull and a pull altogether for the honor of your room.

This plan worked to good advantage all around. It greatly increased the general sales of the store; it called the attention of the public to the fact that they handled talking machines, and, lastly, it created a demand for more records—for with every machine sold, records would naturally be in demand.

In fact, records are one of the chief sources of profit of a talking machine department, and the merchant who does not call attention to



A large number of HARDWARE WORLD subscribers are handling full lines of housefurnishings, which of course include talking machines. In fact many of the distributors of hardware and auto accessories, as well as housefurnishings, are among the HARDWARE WORLD subscribers in general merchandise and department stores, who are considerable factors in the home furnishing trade.

Here are suggestions which any merchant can use in pushing the sale of talking machines.

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Here is a new illustration of "hearing the master's voice." If some little girl was substituted for the figure in question in listening attitude, the display would carry greater local interest and prove more attractive.

them occasionally in a striking manner is making a great mistake. A recent trim seen in one of the Chicago stores could be duplicated by any alert hardware man. In the background was built a bamboo arch, twined with paper flowers and hung with gay Chinese lanterns.

Fastened to the archway were a number of huge sunflowers, made of yellow paper, with phonograph records for hearts. A large black card, lettered in white and gold, gave the name and price of a number of the latest hits. The floor was covered with coarse matting with fringed ends, and down in front was placed a grafonola. Adding particular interest to the display was a little electric motor attached to the machine back of which was a card:

> Stop the tiresome practice of winding your talking machine. Buy one of our electric motors—only $20

An excellent ad, suggesting how to keep the young folks at home in the evening was recently run by the Gibson Co., Washington, D. C.:

> KEEP THE YOUNG FOLKS AT HOME
>
> Make the home so pleasant that they will want to stay there.
>
> The New Edison Diamond Disc Phonograph
>
> will help to keep the young folks at home. And it will make your home a center for your children's friends—thus you can feel safe about their surroundings.
>
> What rollicking good times a talking machine assures them. They can dance to it; sing with it; and then, as their mood becomes more quiet, they can slip in some of the beautiful grand opera arias, and listen to the world's greatest artists.
>
> ISN'T IT WORTH WHILE TO HAVE IN YOUR HOME AN INSTRUMENT THAT WILL ACCOMPLISH SUCH WONDERFUL THINGS?

Perhaps the most effective of all forms of advertising, however, is the show window, and the hardware man who can give his display a timely interest will never lack for an audience; and it is by first seeing that the good points of any merchandise are made apparent. With autumn comes the night of Hallowe'en, with its wild pranks and rides of the witches. Why not link Victrolas and records with this rollicking festival?

It was done to good advantage by O. J. DeMoll & Co., Washington, D. C. The background had curtains of mole-colored velvet and the ground was covered with sand color cloth, both of which formed excellent backgrounds for the branches of red and yellow autumn leaves strewn about. Prominently displayed in the foreground was a Victrola, and bending down, listening to it with every semblance of delight, was a wrinkled witch in scarlet, with orange cape, black belt with big silver buckle and tall black peaked hat. A card advised: "Even the witch is soothed and charmed with the music of a Victrola."

IF I KNEW YOU AND YOU KNEW ME

(Reprinted by request.)

If I knew you and you knew me,
'Tis seldom we would disagree;
But never having yet clasped hands,
Both often fail to understand
That each intends to do what's right,
And treat each other "honor bright."
How little to complain there'd be,
If I knew you and you knew me.

Whene'er we ship you by mistake,
Or in your bill some error make,
From irritation you'd be free
If I knew you and you knew me.
Or when the checks don't come on time,
And customers send us nary a line,
We'd wait without anxiety,
If I knew you and you knew me.

Or when some goods you "fire back,"
Or make a "kick" on this or that,
We'd take it in good part, you see,
If I knew you and you knew me.
With customers two thousand strong
Occasionally things go wrong—
Sometimes our fault, sometimes theirs—
Forbearance would decrease all cares;
And, friend, how pleasant things would be
If I knew you and you knew me.

Then let no doubting thought abide
Of firm good faith on either side;
Confidence to each other give,
Living ourselves, let others live;
But any time you come this way,
That you will call, we hope and pray;
Then face to face we each shall see
And I'll know you and you'll know me.

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Confidence the Keystone of Business

CONFIDENCE is the keystone of business success; it takes confidence to keep wheels turning, the clerks smiling, the customers satisfied, the merchant content with his toll.

You may take away a merchant's dollars, but he will soon replace them if people have confidence in him; you may gut his store with fire and leave only ashes and nothingness, and still his business will arise—full-dowered with life and energy—from the ashes; for credit, as well as customers, follows hard upon the confidence-trail.

Where there is confidence, business comes into her own; where there is no confidence, business becomes as extinct as is the passenger pigeon today. Take away confidence and away goes business into oblivion.

Great Is Confidence in the Business World

The wholesaler backs only the man in whom he has confidence lest he drift into the muck and mire of insolvency. Even the ubiquitous dollar takes a back seat or treads softly when confidence is at the fore.

Confidence sees more than a business; it sees a man, a personality, a human backing.

When patrons of a store have learned that good qualities of goods are never exaggerated, that faults of goods are never covered up, that courteous treatment is never dependent upon the size of the purchase, and that fairness and absolute honesty are fixtures of the store, the business prospers.

People's opinion of your store is registered upon your cash register in pleasing figures.

Confidence Causes Customers to Wait

It is confidence that causes weary woman to wait in a busy store in order that a certain clerk may wait upon her. He has waited upon her before, advised her when she was in doubt, made the strong points and weak spots of the goods alike luminous to her.

Confidence has been begotten—is it not saying to her: "He did his best for you! He will do it again! You can trust him!"

To the ordinary human being—and most of us are very ordinary—there is wonderful satisfaction in trading where we have confidence in the store, the proprietor and the clerks.

When folks say, "The goods are all right—Jones said so!" it is time for Jones to sleep sweetly o' nights—in fact he will have need of the sleep, for has he not arrived at the business station where a lot of folks will be saying: "I want to travel on your Business Road, and I am willing to pay the fare."

Confidence Grows Out of Honesty

Absolute, uncompromising honesty. Honesty begets confidence; confidence begets trade; trade begets a bank account; a bank account begets comfort in old age.

We must have confidence in patrons if we expect patrons to have confidence in us. "What is sauce for the goose is also for the gander."

Be Optimistic

He who expects nothing usually gets it in overflowing measure. Expect customers, expect purchasers—an expectant air is a door-opener for trade. Believe in the fairness of patrons and they will respond to that belief. "Not always!" you say. O no, you will get a solar-plexus blow over the heart of your optimistic ideas, occasionally. Folks are not perfect as yet—possibly your wife may think the man who runs your store is not as yet altogether perfect, but then a woman thinks many things when the days are long.

When a man sours on folks he should be a modern Robinson Crusoe—sans guns, and sans Friday—for it is no place for him in a store. The study of psychology—or folks—is what makes business interesting; yes, and it is the study of folks that makes business profitable. Confidence in folks starts them on the trail to your store, and confidence keeps them coming—keeps them bringing in their neighbors, with the luminous remark of, "Anything you purchase here will be all right."

HE DUG

He wanted a job and, like everyone else,
  He wanted a good one, you know;
Where his clothes would not soil and his hands would keep clean,
  And the salary mustn't be low.
He asked for a pen, but they gave him a spade.
  And he half turned away with a shrug,
But he altered his mind, and seizing the spade
  —he dug!

He worked with a will that is bound to succeed.
  And the months and the years went along.
The way it was rough and the labor was hard,
  But his heart he kept filled with a song.
Some jeered him and sneered at the task, but he plugged
  Just as hard as he ever could plug;
Their words never seemed to disturb him a bit
  —as he dug.

The day came at last when they called for the spade
And gave him a pen in its place.
The joy of achievement was sweet to his taste
  And victory shone on his face.
We can't always get what we hope for at first.
  Success cuts many queer jigs;
But one thing is sure—a man will succeed—if he digs.

—Louis E. Thayer.

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MERCHANTS TOO TIMID TO ASK A PROFIT

Editor HARDWARE WORLD:

In our judgment the merchant who anticipates his wants far in advance but does not over-buy will be the successful merchant in the future, providing he is fully aware of the profit he is entitled to. It has been our experience that the hardware dealer is not receiving the benefit from the great change in business conditions that he is entitled to, from the fact that he has been too timid to ask the proper percentage of profit on the goods he has for sale. We think, however, this fact is being realized by the hardware dealers more each day.

During the war it was assumed by the majority of merchants that when the war was over the supply would exceed the demand. Now the war has been over for several months and goods are even harder to secure than during the war period.

We can see no immediate change from these conditions unless the demands of labor become so great that it will be necessary to discontinue, to a certain extent, at least, the operation of our factories. There never was a time in the world when a country had so much prosperity ahead as our country has at the present time. Let us hope that labor will not become so anxious in their demands that they destroy this prosperity that is awaiting us. Yours very truly,

BUHL SONS COMPANY,
A. H. Nichols, Asst. Gen'l Mgr.

SHOULD PREPARE FOR VIGOROUS CAMPAIGN

Editor HARDWARE WORLD:

War-time conditions are gradually disappearing with the demobilization of the troops. As matters become normal trade must improve and the interruptions caused by the absence of thousands of workmen will give place to larger activity in all our manufactures. Dealers will be wise to prepare for a vigorous fall campaign. We are

Very truly yours,
THE CENTRAL STAMPING COMPANY.

MANUFACTURERS NOT KEEPING UP WITH DEMAND

Editor HARDWARE WORLD:

Manufacturers generally are not keeping up with demand. Retailers should buy freely. The merchant who anticipates his wants may have goods to sell; he certainly won't have if he doesn't. People are buying heavily—especially luxuries. The demand for silverware was never so great. The business outlook for the year seems very bright.

C. W. BURNHAM,
Sales Manager, Oneida Community, Ltd.

Do not forget that every new customer is an old customer in the making.

Look out for the little expense mice that gnaw holes in your profits.

Traveling salesmen know a lot that the merchants don't know, and it is worth while cultivating his acquaintance. He not only knows a lot, but he keeps his eyes and his ears open and his friends naturally profit by his knowledge. Traveling men are likewise human beings as well as gentlemen, at least the majority of them are, and they are worth cultivating.

PRICES GUARANTEED ON AMMUNITION UNTIL MARCH, 1920

Editor HARDWARE WORLD:

The Fall season is not far distant and in order that our jobbing friends need feel no hesitancy in placing specifications to supply their normal requirements for loaded shells and ammunition, we hereby extend our guarantee against decline in price as per our letter of December 27, 1918, until March 1, 1920. This guarantee against decline in our own prices will apply to unsold portion of your stock purchased of us direct in the usual manner between August 1, 1919, and March 1, 1920.

The purpose of extending this guarantee at this time is to justify jobbers in sections where there is considerable demand for loaded shells and ammunition about the Thanksgiving and Christmas holidays, and even through the months of January and February, in providing in ample time sufficient stocks to cover their requirements throughout the entire shooting season.

We had hoped that manufacturing conditions would improve during this year, but during the past seven months they have grown worse instead of better, as a result of which manufacturing costs are not only increasing but great difficulty in manufacturing a normal volume of products is being experienced. In view of this latter condition, we take the liberty of suggesting that specifications be placed just as far ahead of desired shipping dates as possible in order that you may not be disappointed in receiving such shipments when wanted.

Due to conditions mentioned and to our inability thus far to accumulate a normal reserve of warehouse stock, by far the greater part of loaded shells and ammunition to be shipped during the remainder of the year will have to be manufactured and for that reason early specifications as far as possible in advance of desired shipping dates will assist us greatly in production.

From the best information obtainable from authoritative sources in Washington we do not anticipate the repeal of the present 10 per cent excise tax on our product and with manufacturing costs steadily increasing do not hesitate to say that in our opinion there is nothing to warrant a belief that the present net cost to jobbers of loaded shells and ammunition will be reduced at the end of this year. Yours very truly,

THE REMINGTON ARMS UNION METALLIC CARTRIDGE CO., INC.
H. J. Strugnell, General Sales Manager.

PURCHASE SIFTER BUSINESS

The Fred J. Meyers Manufacturing Co., of Hamilton, Ohio, sole manufacturers of the genuine Hunter Sifters, have bought the entire sifter business of the Eagle Glass and Manufacturing Co., of Wellsburgh, W. Va. This firm was one of the largest manufacturers of flour sifters in the country.

The Fred J. Meyers Manufacturing Co. bought out their entire sifter plant for the manufacturing of this line of goods, consisting of tools, punches and dies, patterns and power presses, everything for the making of sifters; also their material manufactured and in process of manufacturing as well as the good will of the Eagle Manufacturing Co.'s sifter business.

The Fred J. Meyers Manufacturing Co. have removed this entire business to their large plant at Hamilton, and will add same to their large line of sifters, including the famous genuine Hunters Sifters.

If you make absolutely no mistakes in your store, you are running the only perfect store. But if you do make mistakes, don't get mad when you are asked to correct them.

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After the War—What?

Dr. Nicholas Murray Butler's Thoughtful Analysis and Solution of One Aspect of the Reconstruction Problem—The High Cost of Living—A Plea for Reincarnation of the Political Virtues and Statesmanlike Courage of Grover Cleveland and Theodore Roosevelt

EDITORIAL NOTE—In these days, when self-seeking politicians and doctrinaires consider "political expediency" of prime importance when it relates to their own schemes and designs, it is well to give consideration to an address from such a thoughtful student of economics and social conditions as Dr. Nicholas Murray Butler, President of Columbia University of New York, than whom no man in America has made a closer study of the problems confronting America. Every thoughtful man and woman, who is unwilling to swallow the ready-made doctrines, fine phrases and Socialistic principles that are being disseminated by our present officials, will find in this address, facts which cannot be disputed.

A YEAR ago, gentlemen, we spoke together of the situation which then confronted us, of the movements of thought and of action which were bringing the war to its close, but our doubts were not wholly resolved. We could not then see with definiteness the time of the outcome, and although we were convinced that the cause of righteousness for which we were making every sacrifice was certain to prevail, and while we felt, in addition, that with the aid of our splendid American armies, those who were singing the battle cry of freedom had really gone over the top of the hill of difficulty, we were not prepared to say that the war would end within any measurable number of weeks or months.

Suddenly, the effects of the great corroding forces that were at work in the German and Austrian empires, bring about economic and social and political collapse, destruction of military morale and military power, taken in connection with the irresistible force of the great armies of France and Britain and Italy and America, under the single presiding genius of Marshal Foch, brought the war to a sudden end by the armistice of the 11th of November last. It was as if a great curtain had fallen upon the most magnificent and appalling of dramas which history could anywhere present to human contemplation. In a twinkling of an eye the contest, in the military sense, was over. The killing of men, the marching of armies, the raiding by submarines, the convulsions of every sort that grew out of this great military conflict, ceased, and the world found itself without an instant's warning, without chance for preparation, without any opportunity to study or rehearse the steps that were to be taken, face to face with the problem of creating out of the chaotic elements which were the result and the accompaniment of war, a new world, that should continue all that was best and finest and most splendid in the old, but that should add to it everything which could be said to be a direct and definite and convincing lesson of the war itself.

Do you wonder, gentlemen, that the imagination of mankind was staggered by a task like that? Can you wonder that human capacity everywhere was appalled, almost to paralysis, not alone by the far-reaching character of the task, but by its novelty and by its pressing importance? For the old world of armed forces and international rivalries and national exploitations and varied forms of compromise, running all through the industrial, social and political structure—that world had gone, and something must be created to take its place.

That topic is so large; it presents so many aspects; it opens up so many avenues of contemplation and discussion that it would require days for an intelligent body of Americans even to pass together over the high spots of its importance. Therefore, this morning, I am going to confine myself to expressing some opinions and asking some questions in reference to one aspect only of our present day problems, the one which I conceive to be of most immediate importance, and to have in it the seeds of the greatest danger, if not handled with courage, with knowledge, with firmness, and with statesmanlike capacity and vision.

Beware of Accepting Formulas for Facts or Doctrinaire Leadership for Statesmanship

Following the war, men have attempted to return to their accustomed occupations, to reorganize the business of the world, and they find themselves everywhere confronted by an imperative struggle for existence in more stringent form than they have been accustomed to for generations past. In the language of every-day speech, they are confronted by the high cost of living. They are confronted, not alone by communities and states and nations, not alone as corporations, or as individual employers, or as workers for wage, or for salary; they are confronted by the problem in their capacity as individual citizens, because so heavily does the high cost of living press upon every individual that in order to seek relief from it, in order to find the solution for it, he is all too ready to accept formulas for facts, doctrinaire leadership for statesmanlike analysis and direction, and a false and destructive solution for one that is true and constructive in its applications and in its results.

I have listened, as you have done, to the eloquent and convincing words of the chairman, as he etched in a few skillful, powerful sentences the exact form of this issue in its larger reference. Believe me, he has not exaggerated. When men in large masses, and in large numbers, cannot live, there is no security for even the oldest, the best established, and the most highly honored of political and social institutions. Men must be able to live; the world's business must be able to go on; commerce, trade, industry, finance, are all the essential underlying foundations of what we call the richer and the riper civilization. Without these there is no art, there is no literature, there is no education, there is no poetry, there is no opportunity for the flowering and the enjoyment of the intellectual and the spiritual life.

First of all, men must live. There are those who, when they find themselves face to face with a problem of that kind, begin to dash about like a lion in a cage, showing great excitement, making violent expressions, calling for the blood of some individual or group, but making no contribution whatever to an understanding of the problem.

I should like, if I may, in the few minutes that are at my disposal, to suggest to you what I believe to be the essential elements of this problem, and the only way in which we, as Americans, men of thought, of consideration, of loyal patriotism, and of generous impulse for service to our fellow men—the only way in which we can hope to solve this problem, and to avert from civilization the dangers which the failure to solve it will certainly entail.

Not Entirely Due to War

Let me point out to you, first, that the problem of the high cost of living is by no means entirely a result of the war. The war has multiplied the elements that

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entered into it: it has increased their significance; it has spread over wider areas their effect; it has, of course, added some new and highly important elements of its own, but the problem of the high cost of living was upon us before the war, and while less acute, it would in due time have come to vex our statesmanship and our economic, our industrial and our political capacity.

Moreover, this problem is in no sense one for the people of the United States alone. It is a world-wide problem. It has had world-wide manifestations for a number of years, and these manifestations have been substantially alike in all of the great industrial nations of the earth. Inasmuch as the whole world has been involved in the war, directly and indirectly, the problem has been increased and accentuated for the whole world. The causes that were operating here were operating elsewhere. The additional impetus that has been given to those causes by the war here, has been given to the operation of those causes elsewhere.

Five Factors in This World-Wide Problem

If I were asked to venture an opinion as to what were the factors in bringing about the world-wide problem of the high cost of living, I should suggest these five:

First: The extraordinary expansion of credit, accompanied by currency inflation, due, primarily, to public and private waste, extravagance, and borrowing for non-productive purposes. That had been going on everywhere before the war. The war immensely increased both borrowing and waste and extravagance. It increased some of it naturally and normally, because we had to win the war, no matter what it cost. But, in addition, under the pressure of the war emergency, under the pressure of the war spirit, nations and individuals alike, finding new opportunities for credit expansion, entered upon a scale of expenditure, the like of which is not recorded anywhere in economic history.

And you cannot borrow from the future, gentlemen, without having to pay. You are now paying in part for waste, extravagance and credit expansion before the war, and, in part, the cost of the war itself. You cannot have a great world-war and not pay for it. It cannot go on for nearly five years and consume a large part of the industrial competence of the world and leave costs and prices where they were before. We are not the only people from whose history evidence of the correctness of these statements can be drawn. In France there had been a steady expansion of credit, and a steady inflation of the currency for years.

In 1906, the circulating medium of France was seven and one-half billion francs; in 1914, it was twelve billion francs; in 1919, it is forty billion francs; and the population of France has not altered in the interval, save, perhaps, it has been somewhat diminished by the losses due to the war.

Down to 1881, our per capita circulation in the United States had never gone above twenty dollars. Twenty years later it was still below thirty dollars. When the war broke out it was about forty dollars. At the present time it is fifty dollars and seventy-five or eighty cents. If that credit expansion and currency inflation alone had been operative, the cost of everything would have risen, because money, itself, the circulating medium, would have been so much cheaper.

Public Economy and Private Thrift Necessary

What is the remedy? The remedy is public economy and private thrift. Save and invest in productive industry. Every individual and every government can contribute to a reduction of the high cost of living by economy, frugality and thrift, and by investment in productive industry alone, in place of expenditure for extravagant or wasteful purposes.

Very homely counsel, you say. It sounds so like a leaf from old Benjamin Franklin that is too old-fashioned, perhaps, to be of any use today. No, gentlemen, that counsel is the beginning of a reduction of the high cost of living.

You have eighteen States in the American Union that are, every year, spending more than they are raising by taxation. To borrow is excellent policy, when the money borrowed is invested in productive industry, and pays a return larger than the cost of borrowing, but to borrow for ordinary governmental expenses, or for household living, means, first, increased cost, and next, bankruptcy. And there I find, in my analysis of the facts, the first of the world-wide causes operating to increase the cost of living.

Do you realize that the public debts of the world have gone up from forty billions to two hundred and twenty billions; that the world now owes almost the entire value of the United States—its land, its industries, its capital, its possessions of every sort? The world has borrowed from its future pretty nearly the



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We are glad of the opportunity of giving our readers the benefit of this most thoughtful and helpful address on peace and economic conditions, this being the first time it has been published in its entirety.

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whole value of the United States of America, and on that it is paying interest, and that interest is a charge upon industry, upon livelihood, and that interest is at this moment increasing the cost of living.

When governments economize and bring their expenditures within their income; when individuals economize and bring their expenditures within their incomes, and when the two begin to reduce their indebtedness, then we shall have taken the first great and long step towards restoring economic equilibrium and towards getting back to a real business basis in the conduct of the affairs of the world.

Diminished Production Another Cause

A second cause is to be found in the marked diminution of production. That diminution of production has been greatly accelerated by the war, because the war took in round numbers twenty-five million men from productive industry and turned them into consumers, and into an occupation which, from the standpoint of economics, was expenditure of a wasteful kind. You cannot take twenty-five million men from production and turn them into consumers, without increasing the cost of living for everybody. That is a legitimate war cost, and that has to be paid for, and that is paid for in part by the increased prices of everything that we eat and wear and use.

There is another cause which has diminished production, which was operative before the war, and which is still operating, and will continue to operate until checked in a manner which I should like briefly to indicate. That is the diminished hours of labor throughout the world have not yet been compensated for by more effective industrial production. During the past generation, probably fifty million men and women in the industrial nations of the world have had their stated hours of labor reduced from twelve, eleven and ten, to eight.

I conceive that to have been a great social advantage and in the interest of public stability, public satisfaction and public health. That reduction in the hours of labor is a thoroughly justifiable public and economic policy, but it is bound to decrease production unless, by new methods, by improved machinery, by better distribution, by more effective shop organization, there can be produced in eight hours as much or more goods and services as were formerly produced in longer hours.

Production Should Be Speeded

Our problem here is to speed up production under the conditions of a shortened day, under the healthful surroundings which are now becoming, fortunately, common in modern industry of every kind. It is to speed up production, and to speed it up by the use of brains, by the use of skill, by the use of organizing and executive ability, and by better organization of production and distribution.

We have been specially lacking in this country in organizing our means of distribution of the food supply. We have done wonderfully well in providing for the distribution of individuals desiring to move about the country for one form of business or another. We have done very well in arranging for the distribution of large bulk of goods, but we are still in a very primitive stage in regard to the distribution of what may be called the food supply drawn from the neighborhood. An examination and analysis of the food supply of the city of New York, for example—possibly, of the city of San Francisco, although there I cannot speak with knowledge—or of the city of Philadelphia, or the city of Boston, would show that there are a great many waste motions; there is a great deal of duplication and unnecessary cost, because we have not yet put our brains upon the question of effective and economical distribution of the food supply for a great mass of population.

Therefore, as a second remedy for the high cost of living I say that we must speed up production by the use of skill, and by the use of organizing ability.

A third cause of the high cost of living is the natural rise in the cost of raw material of the food supply of the world, due to the operation of causes operative everywhere, including the drift of the rural population to the cities, the using up of the better and more accessible land in every country, and the failure in some parts of the world to make use of the newest and most improved methods of intensive and productive agriculture.

In addition to that, we have withdrawn from the food supply of the world the immense areas in Russia, Rumania and Hungary—the great grain-producing area of southern and eastern Europe. That has been practically taken away from the world's production, owing to the war. Even if the land has been cultivated, and we know that it has only been cultivated in part, and under very difficult conditions—even if it has been cultivated, it has been cut off from the rest of the world by the blockade, by the line of military operations across Western Europe, and by the inability to procure transportation, either by land or by sea.

In part, those causes were working before the war; in part, they are the result of the war. Relief is to be found, first, in speedily restoring to productive agriculture for the world's consumption the areas in Russia, Rumania and Hungary that have been cut off, and, second, in doing everything we can do to develop more productive and intensive agriculture in America, in Great Britain, in France, in Holland, in Spain and in Italy, and in quickening and cheapening distribution.

Present System of Taxation Renders Initiative, Decreases Production and Increases Cost

A fourth cause operating to increase the cost of living is one which seems largely to have escaped attention, but which is highly operative in England and in this country. The systems of taxation adopted in Great Britain and in the United States to finance the war, including the form of the income and the excess profit taxes, have operated to increase directly and everywhere the cost of living.

The reason is this: If you take a producer, a trader, or a distributor, who is doing a business of a certain volume, and he desires to increase his profit or his business by one dollar per unit, he has got to increase the price to the public five dollars per unit in order to pay four dollars per unit to the Government, and have one dollar per unit left. If the enterprise is one in which there are a large number of contributing parts, if the enterprise is a chain of six or seven links, and if each link of the chain finds it necessary to get one dollar more profit in order to do business, each of the six or seven links must increase its charge by five dollars, in order to get one dollar, and seven times five is thirty-five, of which seven is profit, and twenty-eight is tax.

Now what that means is this: Not that we should take steps to relieve wealth of its just burden of taxation, but that we should so readjust and restudy those taxes that, instead of necessarily increasing the cost of living, they should stimulate enterprise, quicken initiative, increase production, reduce unemployment, and decrease the cost of living. It is all a question between thinking out the form of that tax, and where its incidence is going to lie, before you impose it, or not thinking about it at all, and letting it fall where it will.

If there is to be no revision of the form of those taxes, then you must be confronted with the fact that there will be a restriction of initiative, a constant decrease in production, and a steady increase in the cost of living. In the attempt to tax wealth heavily, a form has been chosen which has done that, but, in addition, has increased the cost of living. We shall not escape from this until we revise that form. Continue to tax wealth, but do so in a way that will not so

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heavily and so directly increase the cost of living.

The other day a very large industrial enterprise made a comparison of its costs, and of its payments out in 1918 and in 1913, and it found that the excess of payments in 1918 over 1913 was to be accounted for in this way: Labor, 57 per cent; taxes, 40 per cent; capital, 3 per cent—and that case is probably typical. In other words, the labor cost, which can only be brought down by better methods of production, and the cost in taxation, which can only be brought down by economy in government and more scientific levying of taxes, had consumed 97 per cent of the excess in those five years. That shows you exactly where the high cost of living comes from, and the road along which you must travel in order to reduce it. It does not involve any jugglery, any magic, any metaphysical handling of our economic and political and social system. It requires hard, plain business sense to look the facts in the face, to see precisely what they are, and to organize industrial and social and political policy in view of those facts.

Profiteering Should Be Punished, But It Does Not Appreciably Increase Cost

Last of all comes profiteering. That there has been profiteering, everybody knows. Under such a condition as has existed in the world for the last five years it has been possible for profiteering to go on in many directions. There are those who would like to shoot profiteers. There are those who would wish to imprison profiteers. All profiteers, where they are really taking advantage of an opportunity to oppress the public should be punished. That goes without saying. But, gentlemen, if we had punished all the profiteers, you would not reduce the cost of living appreciably for anybody, because the other and far more important causes of expenditure are operating all over the world. If you had them all shot, or all locked up, and everything which they have hoarded, distributed to us, you would still have expansion of credit and currency inflation; you would still have diminution of production; you would still have increase in the cost of agricultural products; you would still have the incidence of an unscientifically levied system of taxation.

So that, while we wish to get rid of profiteering, we wish to punish profiteering, let us not deceive ourselves by supposing that when that is done the cost of living is going automatically to drop to the point where it was in 1880 or 1890, or 1900, or 1910, or 1914. It is not. It is not going to approach what it was at any one of those dates until the operation of economic law brings about the conditions which prevailed at some one or other of those dates.

The resources of many of those in authority in a situation like this is to try to satisfy public demand by immediate and drastic action of some sort. This looks very well; it fills the newspapers; it tickles the ears of the groundlings; it makes an impression of great activity; but, gentlemen, these inexorable economic laws which are not subject to amendment and repeal by Congresses and Parliaments and Legislatures, these inexorable economic laws are going their way behind the scenes while the demagogues howl and rage and rant all over these various countries with their formulas and their maxims and their methods of immediate solution.

Our task, as intelligent, self-respecting, patriotic Americans, is to ask for the facts. If these which I have suggested are not the causes, or proximate causes, of the high cost of living, what are they? What has been operating in these countries to bring about this condition? If these methods of action, public and private, which I have pointed out, will not lead to relief, what are the methods which will do so? This is no time for bravado; this is no time for cynicism; this is no time for violence or revolution. This is a time for clear, sane, courageous thinking on the facts of business, industrial and political life. (Applause.)

When you examine the operation of these laws and forces you find something like this: Taking 1913, the year before the war, as normal, or par, you will find that the cost of living five years before that, in 1908, was represented in the United States by 84; Great Britain, 84; France, 85. In other words, in the five years from 1908 to 1913 the cost of living in those three countries had risen, substantially a like amount, owing, of course, to the operation of similar causes. But if you take those figures today, 1913 remaining par, or 100, they are, for the United States, 197; for Great Britain, 217, and for France, 312. That represents what has happened during the war.

Inasmuch as the United States has to pay its share of the cost of the war, but felt little of the destruction of the war, our figure is the lowest, 197. Inasmuch as Great Britain had to pay its cost of the war, but felt directly some of the loss of the war, its figure is 217. Since France had not only to pay its share of the cost of the war, but felt in immense degree the destruction of the war, its figure is 312.

Just so, gentlemen, when you turn to production, what is the use of looking for a profiteer in the English coal industry, the key or basic industry of Great Britain, on which everything else depends, including all its foreign trade; what is the use of looking for a profiteer when in 1918, the production was 240,000,000 tons, while in 1913, for a like period, it was 287,000,000 tons? If you reduce production of a staple fifty million tons in a like number of weeks, you do not need to look for profiteers to explain the increase in the cost of coal in Great Britain, as the increase in the cost of living, or the increase in the cost of every industry.

Everyone Should Do His Share of Upbuilding

Gentlemen, I commend to you, as citizens of the United States, as men dealing directly with our commerce, with our industry, with our finance, as men taking a wide and sympathetic view of public problems and public movements. I submit to you that every American owes it to his country to make every possible effort to understand the causes that are at work in bringing about this present situation, and by every act and counsel of his own, contribute all that lies in his power toward relief from these conditions. Those upon whom they rest with the greatest heaviness, those whose emotions make it impossible for them to think calmly and clearly concerning them, like the lion in his cage, of which I spoke a moment ago, feel revolution in their hearts. They say, "Let us tear down; nothing could be worse than this. Let us see what destruction has to give, if construction be not quickly forthcoming."

That, gentlemen, is the meaning of these ominous words to which the chairman has referred. That, gentlemen, is the meaning of the ominous and significant happenings in the great political and industrial capitals of the world, from southeastern Europe clear over to these United States. It means, gentlemen, that human feeling and human emotion must find some kind of expression in the hope of gaining relief, if human intelligence and human reason are not at our disposal as a people, to guide us to a solution that is constructive, that is wise, that is just to every individual, every group and every interest in this land, and that will make this new America that we are building, finer and more just and more splendid and more prosperous than ever before.

What, gentlemen, would we not give, in an hour like this, for the sturdy Americanism, the public virtue and the private courage of Grover Cleveland and Theodore Roosevelt? (Applause.)

Five things are requisite to a good officer: Ability, clean hands, dispatch, patience and impartiality.

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CAPTAIN STEPHEN S. BARROWS



LIEUTENANT REGINALD H. LINFORTH

Our American Heroes

THE HARDWARE WORLD has wanted to pay tribute to those thousands of America's young men of the Army and Navy, many of whom are connected with the hardware fraternity actively, or sons of hardware men, who, upon the declaration of war against Germany, gave up their business, professions and universities.

They were quick to see the meaning, and were ready to stake instantly their hopes and their lives, and all that life held dear.

Was there ever a more inspiring spectacle in any land or in any age? These men brought up in homes of culture and refinement, whose every training and environment were the antithesis of war and all its horrors, actuated by the loftiest principles, volunteered by the thousands.

In speaking of those who saw service in foreign lands, it is not that they were more patriotic or deserving of greater credit than those whose line of duty kept them in America.

We had thought of gathering together in one great composite photograph, the young men who saw service overseas, but such was impossible.

We have not the opportunity of showing the photos of all those in service, so great were their number, but the few shown herewith are intended as typical of the large number who did go over to fight in France, Belgium, Italy, or wherever sent.

Hardware Industry Well Represented

We might mention that no other industry was more ably represented in war service than the hardware industry. Chief among the "dollar-a-year" men at Washington were hardware manufacturers and jobbers, whose knowledge and experience enabled them to render valuable assistance in speeding war preparation. But we are speaking particularly of our young men, who proved they could leave all and follow an ideal.

No one can ever know what it meant to these young men to go aboard the transports, to say farewell to loved ones, to leave homes and native land, to cross seas infested with every possible danger, to endure the unrelieved horrors of war—the machine gun and the gas bomb—and they went under the mask of a smiling cheerfulness.

Was There Ever Greater Heroism?

There were no illusions, our men knew when they enlisted what it meant, for they had been fully informed during the three years of the awful carnage.

Now that they have returned after having fought for an ideal, they are coming to realize that they must engage in a fight at home—not with machine guns, it is true—but nevertheless a contest that must be waged just as earnestly and persistently against forces that would prove as destructive to all that America stands for, as the spirit of German militarism was to the countries of Europe.

In fact, so negligent have we become that we have permitted to grow up in our midst a spirit, transplanted by lawless and criminal elements that would destroy all government, that regard not the law of God or man, caring for nothing but to perpetuate their own selfish aims and lusts.

We have not only been negligent of the character of those who come to our shores, but we have been worse than careless in leaving the training and education to the vicious and criminally inclined.

Care for Nothing Except Material Gain

By far the larger percentage of immigrants come to America solely for material gain. They have been led to believe that any means justified such an end, and have become the easy prey of designing politicians to make them citizens as quickly as possible in order to vote them for their nefarious schemes.

They have not a thought for the welfare of America as a nation. They regard not her institutions or laws. They have not been educated to distinguish clearly between good government and bad, but coming from countries where it has been a struggle to exist, inoculated with ideas as to what might be desirable as a remedy for existing conditions in European countries, they can discern no reason why such anarchistic methods should not be put into effect here.

Our boasted freedom of speech and action is to them the opportunity to exploit their views. Unfor-

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ROGER A. PETERS



LIEUTENANT DONOVAN O. PETERS



GEORGE Y. PETERS

tunately for America, the past six or seven years has been a favored time for them and encouragement has not been lacking even from high government officials.

While our men, inspired with a love for American principles, were voluntarily going to the training camps, these elements were utilizing every opportunity for their selfish purposes, through riots and strikes, hesitating at nothing.

With the war over, they become more stealthy in their methods, often under various humanitarian phases they seek to beguile the unthinking.

Unfortunately again, our executives have become inoculated with socialistic purposes, far more than was at first suspected. Flattery often accomplishes ends when reason and logic have failed.

Need for United Thought and Action

Briefly this is the situation confronting our returning men, and our country's need of concentrated thought and action is apparent.

The business men of the nation—you and I—have been too greatly absorbed in our business. We have permitted what little training the foreign born have had to be of the wrong sort. Large institutions have too often paid a wage for the day's work and given no thought as to the welfare of their employes, what they were taught, or with whom they associated.

This condition is not alone to be found in the cities or the large industrial centers. In every town and village and among the farmer boys of every community there is opportunity for the teaching of true Americanism.

In schools and universities, where unfortunately many impractical theorists are given the opportunity of educating the youth, is great need for watchful care.

Our people must not be misled, or left uninstructed on those principles upon which depend the permanence of the republic.

The need is urgent for the reassertion of what America stands for. We need to get back to first principles.

The very liberty of thought and action which we cherish as a precious possession has begotten in us an irresponsibility which threatens the foundations of that freedom on which we pride ourselves.

Socialists, anarchists and deriding agitators should not have a monopoly of the street corners or the parks, but men of sound and balanced minds and clear convictions, in every village, town and city, should realize their responsibility in instructing the uneducated and foreign born upon what America symbolizes.

We need a new kind of street orator, addressing the populace in small districts and factory towns or wherever men meet, pleading for the foundation principles upon which our national life rests. It should be the important teaching of the public schools.

Men of Common Sense and Insight Needed

To counteract the voices of irresponsible agitators and the voices of shortsighted and impatient idealists, we need to have the voices of men of common sense and insight sounding aloud wherever there are ears to listen.

Many an academic theorist and doctrinaire with that lack of understanding of human limitation, which seems to be the gift of agitators, many an idealist dreaming of great good for abstract humanity, has done untold harm by advocating methods of revolution.

Never before was a country so belectured and harangued with fine sounding words. No other people have been so patient under the lash of the human tongue.

Democracy as exploited in these times talks much of the "rights of man" but little of the "duties of man." It is characterized as an outstretched hand crying, "Give! Give!"

True democracy is in reality a struggle with inner inclinations and conditions rather than against outer things. The hardest tyranny of all is the tyranny of the undisciplined inner self.

Has America wholly failed? Although we have not attained the perfect vision of spiritual and temporal liberty, have we not achieved anything? Our disappointed citizens need to know that our history is not contemptible, that our struggle through difficulty because of the vastness of the problem has not been given up.

Agitators, who cry out the republic is a failure, that the constitution should be abolished, that the courts should be ignored, should realize the republic has hardly been tried. What system would they have us experiment with that has given to the world a nation so prosperous and where equal opportunity is open to all?

Are we to continue to prove our ability at self-government or have we made a failure?

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LIEUTENANT ANDREW CARRIGAN, Jr.



B. H. TRAVIS



RAY CULVER

Are we ready to turn it over to some "super-government" dominated by foreign nations, and place at their disposal the youth and manpower of America to fight their battles and settle their disputes, and the wealth of the country to support and sustain them?

Welcomed to Leadership

We rejoice at the safe return of these splendid young men, who have done their full duty, and who through tragedy have caught the vision. They typify the best in America. They stand for American ideals instead of socialistic dreams.

They represent the true spirit which will not be misled by those who talk of "sacrifice," who themselves have made none, and hence have no conception of the real meaning of the word.

Our men know from actual experience and require no pretender of the "interpretation of their thought." They have learned to know the value of self-control and discipline through suffering and service for the common good.

We welcome them to a full fellowship in helping to maintain the principles which gave birth to their ideals.

We accord to them leadership through the American Legion and all similar organizations that stand firm for righteous liberty, for the destruction of anarchy under whatever guise, for the maintenance of our constitution, for the enforcement of law and order, for the upholding of those officials who stand first for America, and for the condemnation of any, high or low, that would overthrow this great republic.

Captain Stephen S. Barrows

Captain Stephen S. Barrows, one of the first to volunteer for service, owes his connection to the hardware trade by reason of the fact that he was a member of the firm of F. P. Barrows & Son, an institution whose business was always eagerly sought by reason of the splendid character as well as financial standing it enjoyed.

He comes of a family of true blooded American patriots and distinguished westerners. Fortunate, indeed, he was, and it was greatly to the gratification of his friends that he returned home safely from his thrilling and, at times, perilous adventures in the air overseas.

From the time "Steve" Barrows landed in France, early in 1918, until the armistice, except for three weeks at an aerial gunnery school, he was on constant duty at the battle front.

From April 13 until the end of May he was assigned to the French 287th Squadron, which was working as the "eyes" for the artillery of the now famous Second American Division.

In May Lieutenant Barrows joined the 88th American Aviation Squadron, and spent eleven months as a member of this unit.

No service is more dangerous, more thrilling, nor more important than that of an aerial observer. He watches the enemy's movement; he locates the enemy's batteries; he adjusts the fire of his own artillery until it is on its target, and with all he is ready at any time to give fight to hostile planes in those misty and mighty battles in the air which are perhaps the most typical feature of modern warfare.

Lieutenant Barrows was active in five major operations at Toul in July, at Chateau Thierry in September, at St. Mihiel, in the Argonne-Meusse and finally at Treves, Germany.

An aerial observer works for many masters, and during his service he was at different times attached to eleven American Divisions, the 2d, 26th, 28th, 77th, 32d, 4th, 3d, 33d, 80th, 89th and 90th.

Cited Twice for Distinguished Service

At one critical turn in the fortunes of war, an attack had been made at dawn by the infantry forces for which Lieutenant Barrows was an observer. All courier systems failed, so fierce was the onslaught. No communication had been established between the supporting artillery and the advancing infantry, and patiently from hour to hour, from five in the morning until afternoon the artillery commander awaited a courier to tell of the progress of the attack. Finally, at 3 o'clock in the afternoon it became necessary to resort to a desperate hope—to send Lieutenant Barrows in an observation balloon at the almost fatal peril of his life.

He was able to locate the position of the unknown front line, escaping fire from both ground and air, and return to the support so that they put down the protecting barrage which assured the success of the operation.

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FRANK A. HERRIDGE



ROYLE E. KING

The 88th Squadron was honored by being affiliated with the army of occupation and at that time Mr. Barrows, now Captain Barrows, was squardon operations officer, and on the headquarters staff at Coblenz.

In his eighteen months overseas he was cited twice for distinguished gallantry by the Chief of Air Service, First American Army (General Liggett's command) and by General Pershing.

Lieutenant Reginald H. Linforth

At the outbreak of the war, Reginald Heber Linforth, known to his friends as "Rex," had been graduated from his university course and was in the midst of his professional studies in the law school. His name is familiar to the Western hardware trade through his father, E. W. Linforth, of the well-known firm of French & Linforth, manufacturers' representatives.

Entering the first officers' training camp, he was commissioned a Second Lieutenant and was assigned to the machine gun company of the 361st infantry in the 91st Division. After many months of training at Camp Lewis, Washington, the division moved overseas in the early summer of 1918, landed in England, and soon worked on across the Channel to take its place behind the lines for final preparation for battle.

Prematurely came the orders for action in the drive through the Argonne forest and Lieutenant Linforth was among the thousands of other men in his division who received its baptism of fire in one of the most daring and gruelling advances participated in by the American forces. On the 26th of September the division started its drive through the forest to fight against not only enemy redoubts and strongholds, but the most adverse weather conditions and an ill-organized service of supplies.

After ten days' constant action, the 91st was withdrawn and immediately moved to the Belgian front, with hardly time to reorganize the reduced battalions. Here it was that Lieutenant Linforth led his men in the engagements at Audemarde and on the Scheldt, until the armistice was signed. Previous to this time he had been promoted to be a First Lieutenant and was serving as Regimental Adjutant.

It seems almost miraculous that throughout his long service with the machine gunners, Lieutenant Linforth should have returned without a scratch. At least on one occasion of which we have knowledge, and perhaps many more, he was leading men down an unprotected hillside, with the enemy's machine gun bullets from the opposite hillside playing around him. Many of his own company were killed or wounded.

Illustrating the difference in methods of going into battle of the French and American soldiers, he had opportunity of noting the contrast.

The French lost so heavily in the three years before our own leaders could be made to realize what the war meant, that they found it necessary to conserve their men. They would go hastily forward, from cover to cover, here one, there another, until the whole company would advance without attracting much attention or drawing the concerted fire of the enemy.

The Americans would rush over en masse, counting not the cost. While this swarm of men rushing forward in this way had a demoralizing effect on the enemy, the Americans suffered heavily, through drawing the continuous fire of the Germans. Had the war continued longer, we would have soon learned to follow the French methods.

Before the return of his division, Lieutenant Linforth had been sent to Paris as the representative of his regiment at the first council of the American Legion, and since his return he has been active in local work for the Legion. He is at present completing his law course.

A Trio of Brothers

When three brothers served in the army overseas, it seems that the honor for their part in the war belongs entirely to their parents, and that to their proud mother and father must go the credit for their sacrifice.

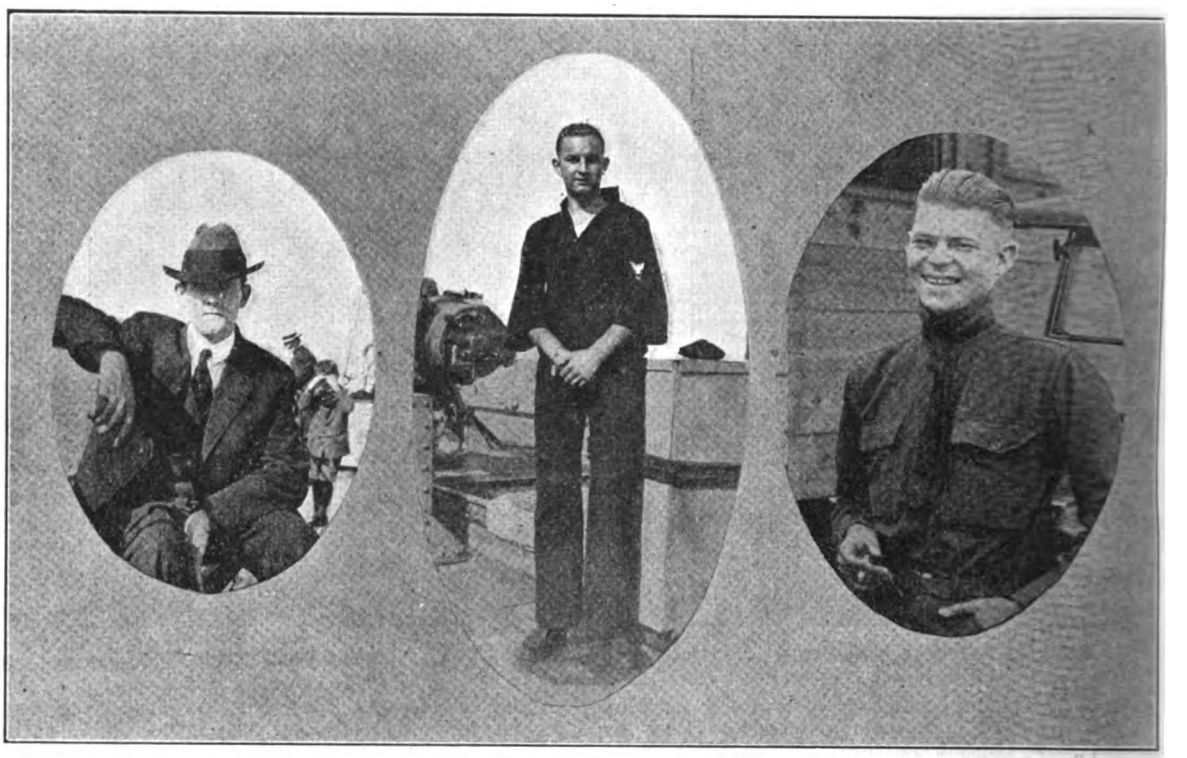
Donovan, Roger and George Peters are the sons of E. H. Peters, formerly proprietor of the Peters Hardware Co., Emporia, but now retired.

As a boy, "Don" Peters worked in his father's store, and so is rather a charter member of the trade.

When the war broke out, George and Roger were under the draft age, and Donovan was under the required weight for physical acceptance, but these hindrances were no preventative to their Americanism.

By special authority from Washington the eldest brother was accepted in the quartermaster corps, and his two younger brothers went with him.

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PERRY BALE MORRIS SERF CLAUDE D. McCOLM

From Camp Johnston, Florida, they all three moved overseas in the spring of 1918. After serving for several months at the supply headquarters at Gieves, Donovan received his commission and was placed in charge of an aerial supply base near Paris.

Roger served in France for over a year, stantioned at Havre, and George did his full share at Tours.

This trio of brothers, so typical of all that is noblest and best of America's young manhood, have returned to take up the work they relinquished when they volunteered for service—Donovan to resume the practise of law, Roger to pursue his medical studies, George likewise his law course in the university.

So it was that all three of these boys contributed their share, in service which was never exhilarating. without the thrill of battle, with all the hardships and trials, but equally as important a factor in the outcome.

First Lieutenant Andrew Carrigan, Jr.

When the United States entered the war, Andrew Carrigan, Jr., had just rounded out his first year's service with his father and the Dunham, Carrigan & Hayden Co., having been graduated from his university course the year previous.

With the thousands of other young men who unhesitatingly abandoned a brilliant future for the urgency of a threatening present, young Carrigan left his desk and his home for the bustle and cot of the First Officers' Training Camp, and at its conclusion was commissioned Second Lieutenant in the early fall.

He had won his bars in the field artillery and his first assignment was to the Mexican border in Texas, where the batteries of mobile guns were principally assembled and trained. For six months he was there, where officers and men alike were learning together the methods and habits of warfare.

In the early summer of 1918 his regiment became a part of the Fifth Division and was convoyed overseas. This unit was assembled from smaller groups all over the country, and it was not until they had landed in France and went into a short period of intensive training behind the lines that the men of the Fifth knew at all who composed the balance of their own numbers.

Just as the division was becoming an active factor on the fighting front, orders came returning certain picked officers to this country to organize and train the new units who were to make up the great army of 1919. Among those so chosen was Lieutenant Carrigan, now promoted to wear a silver bar on his shoulders.

Late in October he arrived at Camp Lewis, Washington, after a leave which allowed him the pleasure of a visit to his home. There he was put in charge of a new battery and had things well in hand when the armistice was signed. His presence on this side of the sea did not make his home-coming very much the more rapid, however, and it was well along in the spring of the present year that he was finally able to resign his commission and translate warfare into hardware.

Nine Months Overseas for E. H. Travis

E. H. Travis was one of the leading representatives of Spelger & Hurlbut, Inc., at this great convention of the patriots and soldiers of the world, so recently and so gloriously closed by the original delegates.

Mr. Travis is a hardware man by both heredity and environment. His father was in the hardware business for over thirty years at Sydney, Iowa, and he has a brother now in the same business at Bremerton, Washington, where the United States navy yard is situated. For seven years before entering the service Mr. Travis had been a member of the organization of his present employers. He left as one of the department managers, and he has now returned to the same position.

During his honorable leave of absence, Mr. Travis served for nine months overseas, five months fighting in France and four months with the army of occupation in Germany. He was a member of the 91st Division, and took part in the brilliant yet costly action which this unit performed. He had, of course, many thrilling experiences, and we regret that his modesty and natural

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reticence prevented his giving us and our readers any more detailed account of his war history and adventure.

Ray Culver, of the Camions

Among the members of the force of Schwabacher Hardware Company, who represented the United States on foreign fields we have been fortunate enough to learn the records of four men, whose pictures we are proud to print herewith.

Ray Culver was an auto truck mechanic in the 347th F. A. Supply Company. Although he didn't man a gun, he bore his share of trouble administering to the trucks and camions, and following convoys that were carrying supplies to the front.

Four miles back of the Argonne front Mr. Culver had a thrilling experience in keeping his convoy moving under heavy shell fire and with the gasoline supply filled with impurities and sediment.

He witnessed an air raid directly overhead, but through all the experience the convoy moved on, and not a man or a truck was lost. Four days later the armistice was signed. He is back on the job with the Schwabacher Hardware Company.

Sergeants Herridge and King

Two sergenats from Utah, whose service was a glory to the hardware trade, were Frank A. Herridge and Royle E. King, both of Salt Lake City, and both from the forces of the Strevell-Paterson Hardware Company.

Mr. Herridge was assistant in charge of the automobile accessory stock when he left in June, 1917, to the medical corps in the hospital at Fort Riley. A year later, in July, he sailed for France, landing in England first, and later on the Continent.

In his solid year in the fighting area, he was stationed at five principal medical bases and saw all the battle front. He was attached to base unit Nos. 28 and 98.

Royle E. King enlisted in November, 1917, and was sent to Camp Kearny to join Battery A, 145th F. A. After ten months' training there the regiment was sent overseas in August, 1918, and was in training near Bordeaux at Camp Desouge when the armistice was signed in November.

This regiment was particularly fortunate in being assigned to early passage home a month later, and Sergeant King was honorably discharged by the middle of January.

Perry Bale Wears a Silver Button

Perry Bale spent a year in the army, a member of the 361st infantry of the 91st Division, to face the Huns for twenty-four hours.

After nine months' intensive training at Camp Lewis, he sailed with his division from Hoboken in July, 1918.

Landing in Scotland, the unit passed through England, rested there, and moved on to the Marne Valley, in France, for six weeks' more of intensive training.

Then began the march to the front, moving at night and resting in the day time. On September 26, at 2:30 A. M. his regiment opened its barrage on the enemy in the Argonne sector, eight miles northwest of Verdun.

With three-inch guns, almost hub to hub on the front lines, and with six- and eight-inch guns thirty yards apart on the second line, the "heavies" formed the third line of fourteen- and sixteen-inch guns, all barking at the same time.

The advance of the infantry started at 5:30 A. M. and four hours later one could see a continual line of prisoners moving toward France, counterbalanced by a similar line of fugitives moving toward Germany.

The next day the battalian ran against a hard line of resistance, and it was then that Mr. Bale, in his own words, "managed to stop a German machine gun bullet, which put me out of commission."

Owing to the fact that the roads were under heavy shell fire the ambulances could not reach the field dressing stations, and it was two days before Bale could get away from the front. The fellows who were not able to move could only lie there and hear the whiz of the shells overhead.

Finally the wounded were moved out, however, and a month in mudholes was succeeded by three months between the white sheets of recovery. Soon after the armistice, Mr. Bale was well enough to be released, and returned to his home and his work.

It Was Natural for Morris Serf to Serve in the Navy

Morris Serf saw foreign service in the navy during his two years' experience.

At the outbreak of the war Mr. Serf was off the west coast of Mexico, chasing supposed German trading ships that were trying to bring supplies to thirteen interned ships in the harbor of San Rosalia, Mexico. After three weeks the enemy vessels was captured and brought to San Diego, California.

Mr. Serf was then transferred to the U. S. S. Galveston, with orders to the zone for convoy duty. The first trip across was a hard and a perilous one, the chief difficulty being icebergs. There were eighteen ships on this first trip, all carrying munitions. About 150 miles off the Scottish coast, the Galveston ran out of coal, and had to call a tug. It was with great difficulty that the convoy arrived safely.

During these trips was one great loss, the U. S. S. Ticonderoga was sunk by an enemy submarine, with a loss of 212 lives. The Galveston fired over a hundred shots, but the U-boat submerged safely. There were thirty ships in this convoy and the Galveston's captain would not leave his convoy. After the convoy passed the sinking ship the men heard the firing of the submarine.

Not satisfied in sinking the ship, the U-boat came up and fired on the survivors and captured two officers.

Mr. Serf was fortunate enough to witness the surrender of the Grand Fleet. He says it was a foggy but glorious sight to see the big ships come rolling in, like beaten dogs. He thinks of his entire service as a great and everlasting experience, with gripping and living memories.

Mr. Serf is now back in his old place with the Schwabacher Hardware Company.

Sergeant McColm, Air Service

C. D. McColm was sent to Kelly Field, Texas, in November, 1917, in the air service, and was moved to Georgia and then to Camp Green, North Carolina, successively. In June, 1918, he was sent overseas as a sergeant in the Third Regiment, Air Service Mechanics.

Arriving in Romorantin, in July, he was there for eleven months at the flying base. As he breezily comments in his own words, "pas hero, pas up there, beaucoup travail, beaucoup airplanes, beaucoup cognac."

Yet after all, he is convinced that he prefers the U. S. A. and Coca Cola, with the Schwabacher stock as his interest.

No man in the retail business can afford to disregard the value and business-building advantage of many friends, for if you are able to establish a friendly feeling and confidence in your integrity and good judgment, you have potential customers on every hand, and many of these customers will become enthusiastic and because of their friendship for you will be valuable agents pulling for your success.

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The Real Aristocrats in Business

IT WAS Phillips Brooks who said, "If I can only place one little golden brick in the pavement of the Lord's highway, I will place it there, that coming generations may walk thereon to the Heavenly City."

The world is better, its sympathies deeper, and its sense of brotherhood keener, because of the loving teachings of Phillips Brooks.

Once upon a time, business and ethical teachings were entirely separated, but now we have traveled farther on the roadway and have learned that the right kind of living and the right way of doing business, is merely an outward expression of right ideas put into actual practice.

The real aristocrats in business are not those who have made the most money, but those whose influence has been the strongest and the finest and whose example and leadership have made for patriotism, loyalty and the establishment of the fundamental principles of true democracy.

Golden Bricks

You may be wondering just how you can place golden bricks in the pavement of life's highway, so as to make the roadway smoother for yourself and others. You may question sometimes whether it is worth while or not, but let me assure you that it is, in point of satisfaction and actual wealth.

The First One

The first golden brick to be laid, is that of example. If you and I are prompt, we teach promptness; if we are courteous, we teach courtesy; if we are thorough, we teach thoroughness; if we are honest in act and word, we teach honesty.

Personal Responsibility

The next golden brick which we should lay is that of personal responsibility. There are many well-meaning, but careless individuals in the world, who will go straight and improve steadily, if somebody only takes pains to take an interest in that person in a kindly way, and to require a certain standard of results in work undertaken.

A business friend of mine was in need of a young assistant clerk of about twenty years of age. A young man applied, who gave his last employer's name, saying: "We did not part friends. He may not give me a good reference." The letter of inquiry was written and when the reply came back it was so spiteful, so violent in tone, so accusatory and so plainly malicious, that my friend said, "I do not believe that this clear-eyed boy is a thief and a liar and a slacker; I will give him a chance." He did, keeping an eye on him, encouraging him tactfully, making suggestions and taking pains to help him into the right sort of companionship.

Twenty years have passed and today the young chap who was branded as almost everything bad, is a man of means and position in one of our most conservative cities, and has again and again been returned to the legislature. His first employer's method would have sent him to a penal institution through arousing his evil instincts; his second employer's method made a man of him. Every business principal has a chance to lay golden bricks of encouragement in the roadway for someone. Take time to do it. It will pay!

Another Brick

A third golden brick is the exercise of public spiritedness. Do not be a business sponge, soaking up all the benefits others can assemble, and doing nothing to contribute to the general good. Service is one of the greatest things in the world. Be ready to do for others and the warm, out-going current of honest sympathy which you send out will flow back to you in the form of a Gulf Stream of good will. I repeat, be public spirited and make the world and the community in which you live better and happier for your having been part of it.

Stop and ask yourself, if you were to be carried off in a mysterious airship, would your community miss you, would there be some who would feel that a public loss had been suffered. Do not be a mere business automaton. Be a man, and lay golden bricks in the road for others who will come after.

Business Co-operation

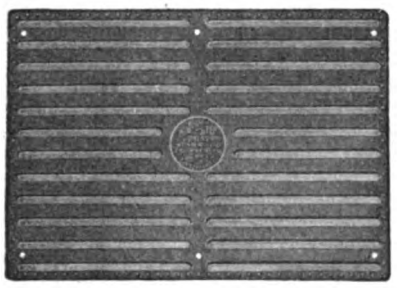
The fourth golden brick which every business man can and should lay is that of business co-operation. Every calling, every industry, every profession, every interest cries out today for safe-guarding, through organization, by the men who understand its needs and the possibilities of its usefulness for the public. Do not ask, "What shall I get out of this," but rather, "What can I do which will prove a worth-while contribution to my business? How can I make it safer and stronger for tomorrow and the day after? I will lay golden bricks in the pathway so that I can look my sons and my neighbors' sons in the face unashamed. I will not be a mere figure-head. I will take my part as road maker and be thankful for the opportunity which is mine."

Golden bricks in the roadway! They shall be my monument—not reared in an imposing heap, but they shall be placed gleaming and splendid in the pathway of those who will come after. I shall have been satisfied to have been a road maker.

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The Little Things—That Make the Car Complete

Stanwood Products



Stanwood Safety Step Plate

Stanwood Safety Step Plates

for automobile running boards assure safety. They add to car refinement and keep the car clean. This device will not mat down or discolor and is very quickly applied. Pat. May 30, 1916; Feb. 19, 1918.

Type B, $2 65 **Type C, $1.60** **Special Ford, $1.60**



Accelerator Foot Rest

Stanwood Adjustable Accelerator Foot Rest

Patents Pending

A reliable safety device to prevent **unintentional** rapid acceleration when driving over uneven crossings or rough roads. Relieves the foot from constant tension. Permits delicate advancement or retarding of accelerator.

Made with an indented rubber roller vulcanized to a steel tube, revolving on a steel spindle riveted to the uprights. The pressed steel uprights and base sections are engaged by graduated indentations, insuring stability. These parts are sherardized and polished to prevent rusting.

Important Note:—The graduated indentations make our Foot Rest easily adjustable to various heights and positions. This feature makes it fit your usual driving position.

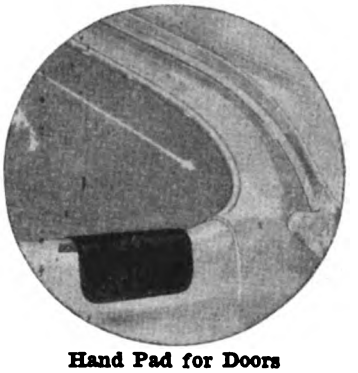
Price $1.60 each

Stanwood Conformable Hand Pad for Automobile Doors

An exceedingly ductile metallic sheet is enclosed between the front and back leather sections of the pad, insuring through pressure of the hand. perfect conformity of the pad to the contour of the door.

Positively will not curl by usage, or strong air pressure. Prevents finger markings of the door, especially after car has been polished.

Made up of leather in various grains, such as long, seal, pebbled, smooth, pigskin and patent. Priced from 90 cents to $1.80 each. Size 4¼x7¼ in.



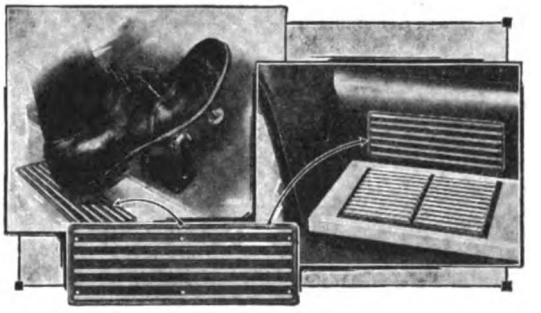
Hand Pad for Doors
Patented 3-19-18

Stanwood Accelerator Heel Plate

A perforated metal plate entirely covered with rubber and provided with a series of longitudinal ribs firmly moulded to the metal plate. Size of plate 4 in. wide, 11½ in. long.

The accelerator Plate furnishes a stable position for the heel when operating the pedal. Prevents wearing a hole in the floor covering of the car and is also used as a toe and heel guard on the running board shield as shown.

Price $0.85



Accelerator Heel Plate
Patented May 30, 1916, and February 19, 1918.

Stanwood Equipment Company - 307 Plymouth Ct., Chicago

For Sale by

ALL WESTERN JOBBERS OF AUTOMOBILE SUPPLIES

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Are You a Business Builder?

WE HEAR a good deal nowadays about business building.

What is a business builder?

A business builder is a merchant who is taking advantage of every possible opportunity for attracting trade to his store and who keeps his customers when he gets them.

The first requisite of a good building is that it shall have a solid foundation, and the best foundation on which to build any business is reliable and satisfaction-giving merchandise.

The business that is built on such a foundation is hard to shake. The storms of competition cannot destroy it.

But it isn't enough to stock your store with reliable merchandise and then sit down and wait for customers to come and carry it away.

It takes more than a foundation to make a successful business.

Granted that your goods are right, the first thing to do is to make your store attractive. Make it a place that people like to come into. Keep your windows neat and clean, and if possible have a different arrangement and display in them every week. Have everything spick-and-span all through the store.

Then when people come into your store see to it that everyone gives them the impression that they are welcome, and that they get intelligent and helpful service in making their selections or purchases. And when they leave, invite them to come again.

Start out with the idea that you want every possible customer to know as much about the goods in your store as you do, and to have as high an appreciation of their value. The best way to do this is through advertising. Most of the manufacturers of the lines of goods you handle will be glad to supply you with attractive advertising matter and descriptive literature for you to distribute.

Take a good liberal space in your local newspaper or newspapers and display your wares in this space every week—with a new display each week. Get some good signs up around the country so that no matter where the farmer goes he will be reminded of your store.

Last, but not least, plan to spend at least a part of your time driving around and getting acquainted, and keeping acquainted. If you can't do this yourself, hire a good man to do it for you.

As you travel around, keep an eye open for the things you see the farmer needs, and your farmer friends will appreciate your interest and favor you when they come to buy.

The dealer who, instead of sitting down and waiting for business to come to him or to go to some competitor, is constantly striving to build up his business and utilize every legitimate method to that end, has little to fear from competition, local, mail order or otherwise.

There are possibilities for increased trade in almost every community that have not yet been realized. Begin to be a business builder, and watch your business grow!

MARKS PRICES ON "TWOS"

In place of pricing goods at so much each, or so much per pound, yard, dozen, or in whatever manner they are sold, a certain Middle Western merchant has adopted a method of pricing all goods that are sold in this manner by "twos."

Instead of quoting the price as one pound for 25c, he quotes the price as two pounds for 49c, two yards for 37c, etc. The clerks are instructed always to quote the price on "two" and never to price a single yard, dozen, pound, etc., etc.

In all the store's advertising, in the window displays and on the price tickets the price is always quoted in this same manner. There is a psychological effect in this method. The customer thinks in the terms of "twos" in place of one and the result has been larger sales. Since adopting this method this merchant states his sales have increased wonderfully.

A SMILE

If I were owner of a store
I'll tell you what I'd do;
I'd never let folks hear me grouch,
Nor think that I was blue.
I'd scatter good cheer all around,
And though it may sound strange,
Whenever folks bought goods of me
I'd give a smile in change!

I'd make folks like to deal with me;
I'd make them all my friends,
And then I know my store would grow
And pay big dividends!
It's such a little thing to do,
Yet I know it's worth while
Whenever someone buys my goods,
To throw in, free, a smile!

Forget the sadness and the scowl,
There's nothing worth a frown;
Remember when things seem upset
It's you that's upside down!
So in my store I'd have good cheer
Right from the very start;
And all my gladness I would have
Backed by an honest heart!

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Experience Tells

TUNGSTEN
TRADE MARK REGISTERED
SPARK PLUG
Always on the job



TUNGSTEN MFG. CO.
MARSHALLTOWN IOWA

New chart of plug sizes for cars, trucks, and tractors, and sample cut-out plug gladly sent to all dealers on request.

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Keeping Business Ahead

A Sound Business Principle Not to Be Overlooked

IN A RECENT address one of the speakers said: "I had a talk recently with a chain store man in regard to his methods of business, and he frankly told me that he had worked out a plan whereby he had a certain number of clerks for a certain volume of business. As he increased the business he added another clerk. But he always kept the business ahead of the clerk, or in other words, he always kept his selling cost at the lowest possible minimum."

A great truth is herein expressed, which the retail trade in any and all lines cannot afford to ignore, and the more closely we analyze the principle involved, the more significant it becomes.

Some men employ the help they need to operate their business at a given time, and never can get away from the idea that this is the number to be employed hereafter.

If business grows, these employes are overworked and business is cramped and the service restricted. If trade falls off, the same force is permitted to kill time and to devour the profits in the form of wages without rhyme or reason.

The chain store man has the right idea and the sooner business men generally grasp it, the better it will be—to determine the number of employes needed to handle a given volume of business and to keep just a little ahead of the game!

Analyzing Your Own Situation

The great trouble is that the average individual does not take the trouble to analyze his own situation accurately; or he dislikes to acknowledge to himself or to others, by discharging employes, that business has fallen off; or he argues that business will soon pick up and he cannot afford to let trained help go, whom he may need again soon.

These arguments might be all right if they were intelligently followed up and the right measures taken to meet the particular situation, whatever it may be.

Sometimes help can well be dispensed with for a time and a material saving of expense made. Yet expense really cuts small figure, if one is doing the business—that is business enough.

Thought, Courage, and Initiative Will Generally Increase Trade

The question, of course, arises how to stimulate and promote more business, so as to make profitable use of the help on the force, which is really valuable to retain. It is usually a case of devising ways of increasing the business by legitimate means and it is encouraging to know that in the experience of large numbers of employes, that thought, courage and initiative will nearly always keep business going at an increasing speed at that.

One retail storekeeper of my acquaintance, found himself up against a seemingly blank wall in this regard, however. When business had been dull in previous times, he had put on special sales; had advertised cleverly and persistently; had arranged interesting demonstrations, and in fact had staged all the usual stunts to get people to spend their money with him.

Now, however, the situation was different. He had the maximum of trade he could expect to get in the town in his line, which was "Seeds and Feed." He calculated that the entire amount of money spent for these goods was as great as the needs of the community warranted and represented the buying capacity limit. Moreover, he had about 85% of this trade. which was in reality much more than his share. Even if he got the entire other 15% of the seed and feed business it wouldn't be enough to keep the men going whom he wanted to keep with him.

What was to be done?

He argued that there must be a solution, and finally he found it. It was merely to add another line or lines to his business, not already thoroughly and adequately worked in his territory. He chose implements and vehicles, and he not only kept his force busy, but he had to double it.

There is a great deal in foresight, and the application of sound business principles. This man began just nine years ago, with $240 in the world and a family. Today he has made $25,000 clear and has a large and still growing business and has maintained a large family, and an expensive one, both on account of tastes and much sickness.

Whatever your line or location, it is a safe rule to keep the business ahead, that is to say, "to keep selling cost at lowest possible minimum."

To do this it may be necessary to use special promotion means, to add extra lines or to increase the selling territory—but the important thing is that it can be done! Don't forget that.

The man who succeeds, is usually the one who merits success—who goes after and lassoes it, and keeps it in his own control. The men who never get beyond mediocre success, are the ones who are content to travel in ruts, and as someone has said, "A rut is a grave with both ends knocked out." Get out of ruts! Keep business accelerated. Keep and maintain costs at a minimum, so as to give a maximum of profit.

Get the vision of your own possibilities—and move forward slowly but surely to possess it! It is such a satisfaction to be traveling in the right direction and to know that every day counts!

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The Name Behind The Tire



IN '91, a lone prospector discovered gold in Cripple Creek Canyon, inciting the famous '91 rush for gold, which four years later, showed average findings of $6,878,137 a year.

About this time, Gormulley & Jeffery discovered the golden opportunity that lay in the pneumatic tire, destined to revolutionize modern vehicle travel.

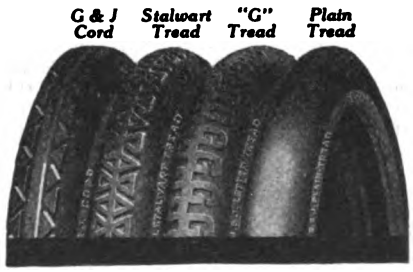
Stock a line that after a quarter-century of scientific advancement moves in the vanguard of American-made pneumatic tires.

G. & J. TIRE COMPANY

1790 Broadway, New York

G & J DISTRIBUTORS

Baker-Hamilton & Pacific Co., San Francisco, Cal.
Bailey-Lebby Co., Charleston, S. C.
Barker-Jennings Hdwe. Corp., Lynchburg, Va.
Boston County Hdwe. Co., Rogers, Ark.
Berredin Rubber Co., Philadelphia, Pa.
Chapin-Owen Co., Inc., Rochester, N. Y.
Colladay Hdwe. Co., F., Hutchinson, Kan.
Cooper & Leonard, Bennington, Vt.
Dennis Auto Supply Co., Richmond, Va.
Denman Hdwe. Co., W. S., Richmond, Va.
Dremen Motor Car Co., Birmingham, Ala.
Drury & Kelley Hdwe. Co., Cadillac, Mich.
Fisher Bros. Paper Co., Fort Wayne, Ind.
Fox Bros. Hdwe. Co., Pine Bluff, Ark.
Gladstone Tire & Supp. Co., New York City
Gosby Co., L. W., Salisbury, Md.
Harper & McIntire Co., Ottumwa, Ia.
Hatcher Co., A. S., Macon, Ga.
Heitmann Co., F. W., Houston, Texas
Inter-Mountain Elec. Co., Salt Lake City, Utah
Jeanney-Semple-Hill Co., Minneapolis, Minn.
Kerlee Motor Car Co., Williamsport, Pa.
Leonard Hdwe. Co., C., Petersburg, Va.
Johnstown Auto Co., Johnstown, Pa.
James C. Lindsay Hdwe. Co., Pittsburgh Pa.
Ludwig Tire & Vulc. Shop, Hagerstown Md.
Manhattan Oil & Linseed Co., St. Paul, Minn.
Miller Bros. Hardware Co., Richmond, Ind.
Monroe Hardware Co., Monroe, N. C.
Murchison & Co., J. W., Wilmington, N. C.
Myers, Geo. W., Harrisburg, Pa.
Ohio Rubber Co., Cleveland, O.
Post & Lester Co., The, Hartford, Conn.
Russell Hdwe. Co., McAlester, Okla.
Schelly & Bro., C. Y., Allentown, Pa.
Semmes Hardware Co., Savannah, Ga.
Shanahan & Wrighton Hdwe. Co., Easton, Md.
Stratton & Terstegge Co., Inc., Louisville, Ky.
Sullivan Tire Co., L. E., Washington, D. C.
Summers Hdwe. Co., Johnson City, Tenn.
Teague Hardware Co., Montgomery, Ala.
Thomas-Ogilvie Hdwe. Co., Inc., Shreveport, La.
Townley Metal & Hdwe. Co., Kansas City, Mo.
Trautwein Tire & Repr. Co., Brooklyn, N. Y.
Wyeth Hdwe. & Mfg. Co., St. Joseph, Mo.



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Favorite Jokes of Prominent Hardware Men

Fashionable Ohio Neighbors



H. B. McGrath relates this as indicative of his neighbors:

The Armstrongs had always lived at a hotel and little George, aged six, was familiar with no other kind of existence.

Then they moved to a house in one of the city's suburbs, and George enjoyed the change and the more independent manner of living.

One afternoon the little boy ran into the house calling out:

"Oh, mother, they do such funny things here!"

"What do you mean, son?" queried the mother.

"Why, mother," explained George, "I have been out there in the front yard listening to a man with a push-cart paging cabbages."

L. C. Abbott Suggests a Better Name



There is a minister in an Iowa city who is very proud of his record as a marrying parson.

"Why, sir," said he to a Marshalltown man who was visiting him, "I marry about fifty couples a week right here in this parsonage."

"Parsonage?" returned L. C. Abbott, "I should call it a union depot."

Near Sister Johnson



J. W. Farr, of the McKinney Mfg. Co., thinks this is typical of even others than the "cullud" people:

Sister Johnson, called upon for testimony in a revival meeting, said:

"I've been a black sheep for a good many years and have only now seen the light. My place is in a dark corner behind the door."

Brother Washington was next called upon. Following Sister Johnson's meek example, he said:

"I have been a great sinner, and I do not think I ought to stand before you as a model. I think my place is behind the door with Sister Johnson."

A Matter of Relative Skillfulness



Mr. Spelger, of Spelger & Hurlbut, of Seattle, vouches for this:

The poor cripple thumped his crutch on the ground and said to his lawyer:

"Merciful heavens, man, your bill is outrageous! You are taking four-fifths of my damages! I never head of such extortion!"

"I furnished," said the lawyer, "the skill, the eloquence and the legal training for your case."

"Yes, but I," said the client, ruefully, glancing at his injuries, "I furnished the case itself."

"Bosh!" sneered the lawyer. "Anybody can fall down a coal hole."

Flash From the Footlights



J. M. Townley, of the Townley Hardware & Metal Co., gives this illustration of the ready wit of the residents of Kansas City:

"There were two actresses in a play, both very beautiful, but the leading actress was thin. She quarreled one day at rehearsal with the other lady, and she ended the quarrel by saying, haughtily: 'Remember, please, that I am the star.'"

"'Yes, I know you're the star,' the other retorted, eyeing with an amused smile the leading actress's long, slim figure, 'but you'd look better, my dear, if you were a little meteor!'"

Social Distinction in the Pantry



Hamp Williams says this happened in Hot Springs:

McNally, who had dropped into see his friend Collins, observed that, during the course of her conversation, Miss Collins referred several times to a chafing-dish party she had attended the evening before.

Now McNally agreed with Collins that the latter's daughter was assuming entirely too many airs. So, to the end that she might be properly disconcerted, he suddenly blurted out:

"An' phwat th' deuce is a chafing-dish, now, I want to know?"

"A chafing-dish, McNally," answered Collins, with an air of the utmost gravity, "a chafing-dish is a fryin'-pan that's got into society!"

Perhaps Pharaoh's Car



H. D. McCoy, of the McCoy Motor Supply Co., is bound to give an auto tinge to his stories:

It was the first trip of a family up country to the city, and they were trying to see all the sights. While they knew little of pictures and cared less, they thought it their duty to visit the art museum.

Among the treasures they looked at was a mummy over which hung a placard "B. C. 97." This completely mystified them.

"What do you make out of that, Henry?"

"I hardly know," said Henry, "but I have a suspicion that it was the number of the car that killed him."

He Knew the Arabs



A. J. Todd, of Sydney, Australia, tells of two British troopers who had met at the rest camp and were talking together. One of them, who had been reading, had the book still in his hand, and the other man inquired the name of the author.

"Longfellow," was the reply.

"Never heard of him! What does he write? Stories?"

"No, poetry."

"Oh!" Then, after a pause, "Well, I was going to ask you to lend me the book, but as it is, you can keep it. I never could stand poetry."

"But this is real good stuff," replied the other, enthusiastically. "Listen to this:

"'And the night shall be filled with music,
And the cares that infest the day
Shall fold their tents like the Arabs
And as silently steal away.'"

"By Jove," exclaimed his friend, "there is something in that! I know those Arab beggars; they would simply steal anything."

Leave It to the Boys



The stories that H. J. Banta, of Weinstock-Nichols Co., tells, naturally partake of auto accessories. He relates this:

Teacher—Don't you know that punctuation means that you must pause? Willie—Course I do. An auto driver punctuated his tire in front of our house Sunday and he paused for half an hour.

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FALL COMMUNITY WEEK

October 25th to November 1st.



SEND FOR THIS WINDOW DISPLAY

LITHOGRAPHED IN 9 COLORS

COMMUNITY DEALERS: Prepare now to feature COMMUNITY PLATE from October 25th to November 1st. You can make a most attractive window by using this beautiful new Coles Phillips display.

This picture will be shown on the back cover of the Saturday Evening Post on November 1st and on the back cover of Collier's October 25th in two colors. We will have page advertisements in the November issues of Cosmopolitan, Good Housekeeping, Ladies' Home Journal, Metropolitan, Pictorial Review, Vogue and Woman's Home Companion.

Mail us the coupon on the margin and receive your large Window Trim Assortment free.

ONEIDA COMMUNITY, Ltd.,
Oneida, N. Y.

ONEIDA
COMMUNITY,
Ltd.,
Oneida, N. Y.

As we plan to have a Community Window during Community Week please send
Window Trim Assortment
1 Window Display
1 C. P. Easel
1 C. P. Black Sign

For Newspaper Advertising please send Electros.

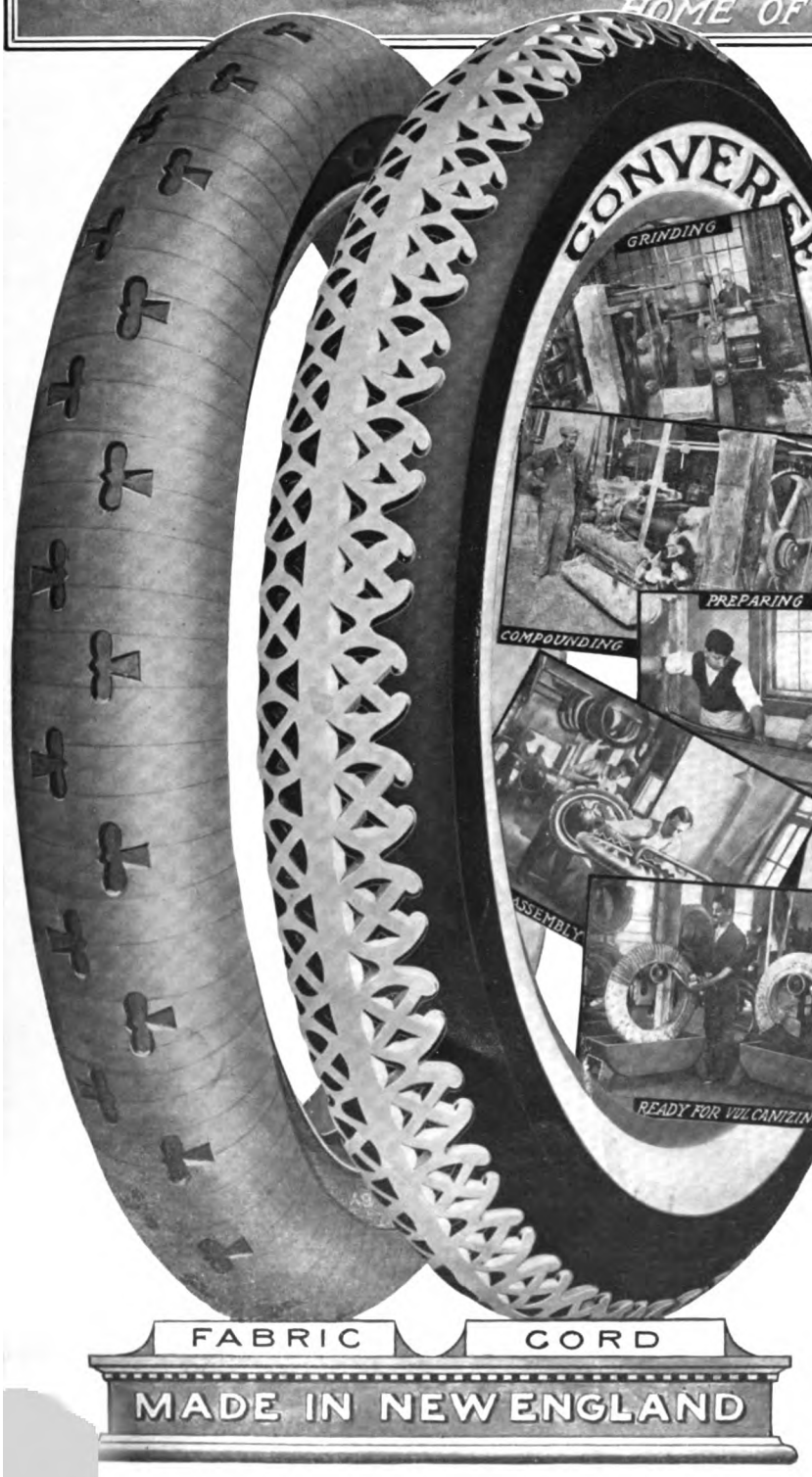
Single Col. ..... Double Col. .....

Name .....

Address .....

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SAFEGUARDED!

thru every manufacturing Process

CONVERSE TIRES

are sturdy examples of good old New England Manufacturing Methods. Their quality is TIME-PROVEN and they are

MILES AHEAD

Made by

Converse Rubber Shoe Company

Malden, Mass.

Service Branches

New York — 142 Duane Street
Chicago — 618 W. Jackson Blvd.

Exclusive Distributors:

The Potter Hoy Hardware Co. . . . . Bellefonte, Pa.
Nash Hardware Co. . . . . Fort Worth, Texas
F. P. May Hardware Co. . . . . Washington, D. C.
McGowin-Lyons Hdw. & Supply Co., Mobile, Ala.
Stratton-Warren Hardware Co. . . Memphis, Tenn.
Wm. Stockhoff . . . . . Louisville, Ky.
Stauffer, Eshleman & Co. . . . . New Orleans, La.
Failing, McCalman Company. . . Portland, Oregon
Sloss & Brittain,
Beale and Misson Sts., San Francisco, Cal.
J. S. Latta & Company,
1315 Arch Street, Philadelphia, Pa.

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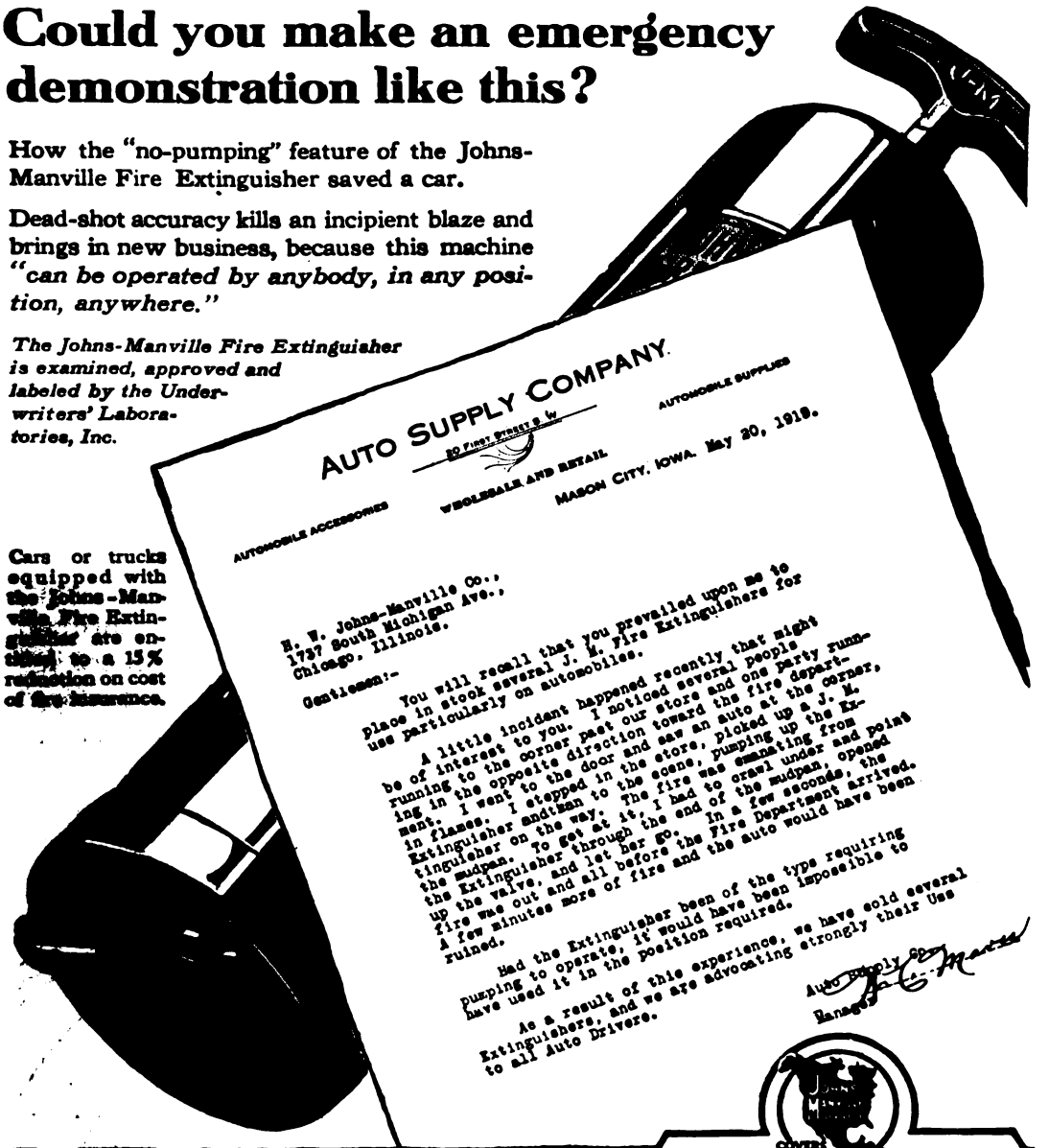
Could you make an emergency demonstration like this?

How the "no-pumping" feature of the Johns-Manville Fire Extinguisher saved a car.

Dead-shot accuracy kills an incipient blaze and brings in new business, because this machine *"can be operated by anybody, in any position, anywhere."*

The Johns-Manville Fire Extinguisher is examined, approved and labeled by the Underwriters' Laboratories, Inc.

Cars or trucks equipped with the Johns-Manville Fire Extinguisher are entitled to a 15% reduction on cost of fire insurance.



AUTO SUPPLY COMPANY.

AUTOMOBILE ACCESSORIES — WHOLESALE AND RETAIL — AUTOMOBILE SUPPLIES

MASON CITY, IOWA. May 20, 1918.

H. W. Johns-Manville Co.,
1737 South Michigan Ave.,
Chicago, Illinois.

Gentlemen:-

You will recall that you prevailed upon me to place in stock several J. M. Fire Extinguishers for use particularly on automobiles.

A little incident happened recently that might be of interest to you. I noticed several people running to the corner past our store and one party running in the opposite direction toward the fire department. I went to the door and saw an auto at the corner, in flames. I stepped in the store, picked up a J. M. Extinguisher and ran to the scene, pumping up the Extinguisher on the way. The fire was emanating from the mudpan. To get at it, I had to crawl under and point the Extinguisher through the end of the mudpan, opened up the valve, and let her go. In a few seconds, the fire was out and all before the Fire Department arrived. A few minutes more of fire and the auto would have been ruined.

Had the Extinguisher been of the type requiring pumping to operate, it would have been impossible to have used it in the position required.

As a result of this experience, we have sold several Extinguishers, and we are advocating strongly their Use to all Auto Drivers.

Auto Supply Co.
By H. C. Marcus
Manager

Johns-Manville FIRE EXTINGUISHER

Through—

Asbestos

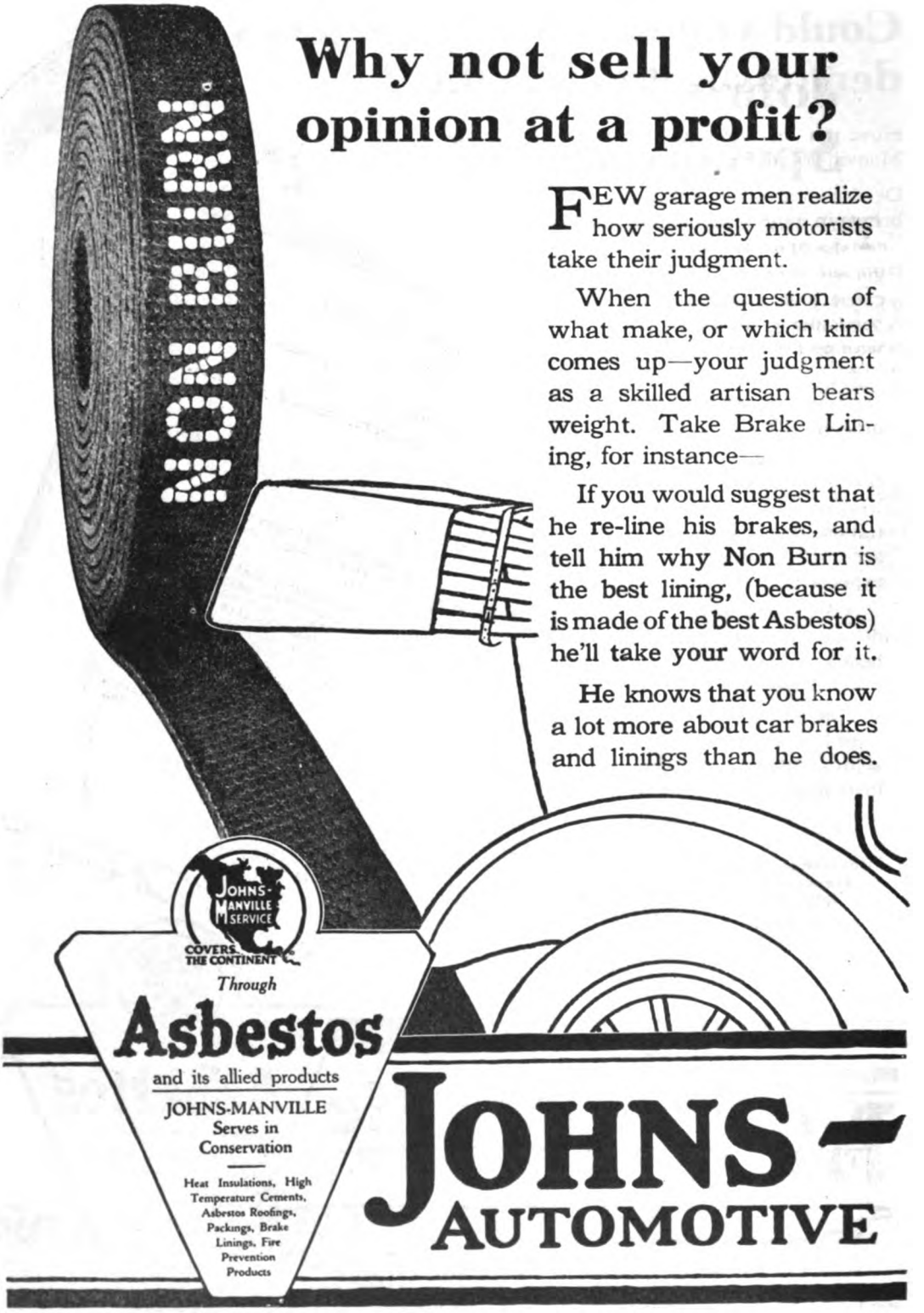
and its allied products

JOHNS-MANVILLE
Serves in Conservation

Heat Insulations, High Temperature Cements, Asbestos Roofings, Packings, Brake Linings, Fire Prevention Products

Prices in the United States: east of Colorado, $10.00; Colorado and west, $10.50. Dominion of Canada: east of Calgary, $12.00; Calgary and west, $12.50.

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Johns-Manville Speedometer for Fords

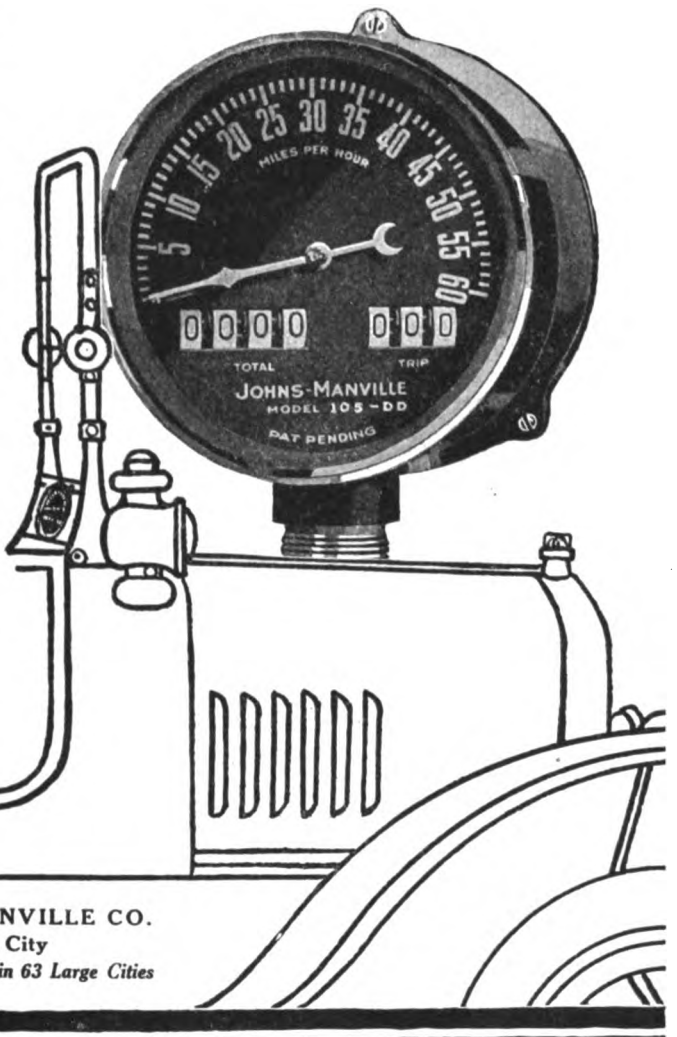
THE High Cost of Living is the ill wind that blows the garage man some good, because it is making drivers—particularly Ford drivers—watchful of their car costs.

A driver can't know his car costs unless he has a speedometer.

You can sell him a Johns-Manville Speedometer, which he can install himself, with full assurance that it will keep accurate track of operation expenses.

Ask your jobber about the details of our sales-policy. We believe in the dealer's right to trade protection.

The Johns-Manville Ford Speedometer is shipped and sold assembled, with or without instrument board, as desired.



Price, complete with instrument board, $12.00.
West of Denver, $13.00.

H. W. JOHNS-MANVILLE CO.
New York City
10 Factories—Branches in 63 Large Cities

MANVILLE EQUIPMENT

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WHAT AUTOMOBILE TOURISTS SPEND

The ban on traveling abroad during the war has resulted in increased travel in our own country. It is safe to say that much of the traveling within the borders of the United States will be automobile touring, as it has the increased appeal in the popular sense to the American people.

As a basis for estimating the amount of motor travel let us consider one of the well-known highways, the Jefferson Highway, for instance. Various estimates state that from 50,000 to 100,000 tourists have used that great thoroughfare for long-distance traveling in the past year.

As a unit for estimating, we will use 10,000 motorists, estimating this number will travel 46,000,000 miles. These 10,000 cars will average 10 miles to a gallon of gasoline, thus using 4,600,000 gallons. They will travel 200 miles to each gallon of lubricating oil, thus using 230,000 gallons of lubricating oil. They will perhaps wear out a set of tires for each 5,000 miles; they will therefore need 9,200 sets of tires. Putting these facts into figures they will spend the following:

4,600,000 gallons of gasoline @ $0.25	$1,150,000
230,000 gallons of oil @ $0.60	138,000
9,200 sets of tires @ $125	1,150,000
Total on cars	$2,438,000

This is only an indication of what the garage men, filling station agents and accessory dealers might expect in the way of business, but this is not all. There will be hotel and restaurant patronage, clothing and wearing apparel for the entire family, in fact, all of the money spent by these motorists along the way will go into diversified channels of business and into the pockets and tills of merchants and shopkeepers of all classes.

Dealers should not overlook the advantage of modern systems for the sale of gasoline and lubricating oil. When one realizes the profit there is in the sale of gasoline and lubricating oil, he will realize the business investment of Bowser Self-Measuring Pumps which increases his sale of this profit-paying commodity. The pumps are attractive and there are styles designed for placing out in front to call attention to your business. The dealer that is out for his share of the touring business this year should see that he is fully equipped with these business-getting outfits.

TAX ON AMUSEMENTS

A man was brought before the Police Court Judge for beating his mother-in-law. After hearing the case, the Judge fined him one dollar and ten cents.

Perplexed, he asked, "Why the ten cents, Judge?"

With a twinkle in his eye the Judge answered: "War tax on amusements."

ARE YOU SELLING "MAIL ORDER" LINES?

By H. E. Woodward
Sales Manager Tungsten Mfg. Company.

From the attitude of a large number of dealers and jobbers, it would seem that they cared little regarding manufacturers' policy on selling cut-rate or mail order houses, as long as they experience a demand for the product, they do not seem to make any complaint.

Mail order houses often quote prices lower to the consumer than the dealer is able to buy in wholesale quantities. The almost entire lack of interest taken by the trade in this situation is no doubt to a large extent responsible. Because his customer does not mention the fact that he can buy articles very much cheaper from the mail order house, the dealer thinks that he either doesn't get these catalogs or don't read them. He is wrong there.

Every automobile driver in the United States gets at least two or three cut-rate mail order catalogs, and the fact that these people do a tremendous volume of business in the accessory line shows that many people are buying from them rather than of their local dealer. Many are giving the local dealer the business on articles they must have immediately and sending away for the large bulk of their business.

We believe that this policy of selling mail order houses so that they can undersell the legitimate dealer is manifestly unfair, and we have never felt that a dealer would give any company that would pursue this policy the proper kind of support.

We have repeatedly turned down large orders which would net us a very nice profit from mail order houses, which came in unsolicited.

Just at the present time there are a very large number of people who really believe that the dealers are profiteering, and certainly a glance at a few of these mail order catalogs with their list prices on standard accessories compared with the catalog selling price, would lend color to that belief.

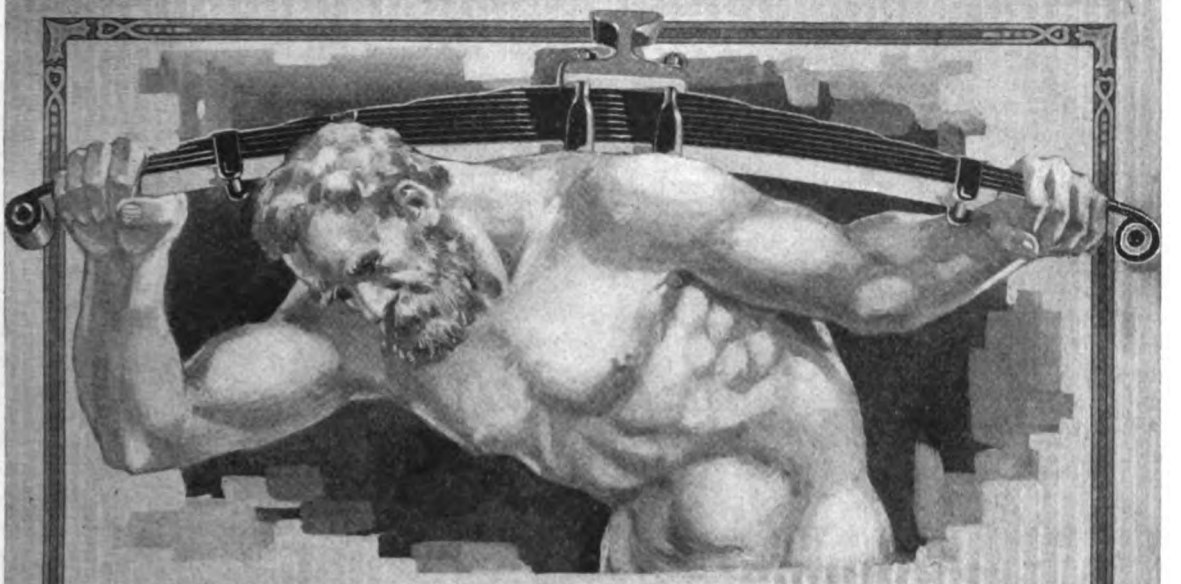
Where do you stand on this question?

FREEING YOURSELF FROM "VAMPS"

Don't make the mistake of thinking all vampires are women. There are men vamps and baby vamps—people who fasten onto us and who elect to make us their slaves. Maybe they do it unconsciously. Maybe not. Be satisfied that life brings us some obligations which we can and should meet fully and freely. But there are other conditions which we acquire, achieve or have thrust upon us which, if we shoulder, only weaken and hamper us.

It takes tact rather than violence to shake off vamps of this type, and we show our skill when we do it without their suspecting the real state of affairs and are inspired to become independent and capable. Be sure there are no vamps in the offing.

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HIGGINS QUALITY SPRINGS

for all PASSENGER CARS AND TRUCKS

PROPER BEND WITH NO POSSIBILITY OF BREAKAGE

There's "give and take" quality in Higgins Replacement Springs. ALWAYS—they "give" **enough** to take up the jar and jolt, but **never** enough to invite breakage—never!

The greatest progress ever achieved in Spring construction. No center hole—bolt—hump or weakness. Best grade of motor car spring steel of special analysis. Scientifically heat-treated. Factory tested for elasticity, tensile strength and anti-fatigue properties. Guaranteed alike in all sections.

A Replacement Spring line which gives many exceptional opportunities for profitable trade increase. Send for catalog listing broadest and best of all Replacement Spring offerings—reliable, ready for quick installation. Replacement Springs for practically all makes of automotive vehicles and QUALITY reputation that means ready sales.

HIGGINS SPRING & AXLE CO., Racine, Wis.

DEPT. 1041

South American Representative,
C. J. P. LUCAS, Galeria Guemes, 558-559 Buenos Aires.

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TRAVELING SALESMAN A SOURCE OF KNOWLEDGE

No Man Who Wants to Be a Success Can Afford to Let Up

It is necessary for a merchant to know the goods he handles in these modern days. People are finicky, particular and fussy. They want things just so, they are too lazy to learn about them themselves, and they expect the merchant to tell them—and tell them straight. That being the case, it is up to the merchant to do so.

"When a traveling salesman calls on you, look at his wares, listen to him and treat him courteously." Just as it is necessary to learn about goods, so it is necessary to learn about business. "But the salesmen take a lot of time," some dealers remark, in a querulous tone. To be sure they do! A whole lot! And your time is valuable!

But you can put it to no better use than in learning the latest business wrinkles so you can apply them to your business; and you can learn business wrinkles no more effectually than in talking to and listening to salesmen.

The other night I attended an entertainment and listened to the piano productions of a noted star. She had been playing the piano for many years—probably as long as you have been in business.

If anyone should tell you to devote several hours daily to continue learning your trade or your business you would perhaps smite him on the cheek in your righteous anger.

"The idea," you would say, as you stood over his prostrate form and shook him till his teeth rattled on the floor like a hail storm, "for you to insult me by telling me to continue learning my business!" And then you would shake him again.

After the performance was over the other night someone told me that the splendid piano playing star practices five hours daily to keep up to the times and perfect herself on the piano. What do you think of that?

"Purchase good merchandise." Do you? The other day I went in a store. Had some nice looking knives in the window, marked at a low price, too. That morning I had happened to lose my knife, which was a good one, by the way, and I asked John to hand out his knives. They looked all right, and I asked him if they would hold an edge. He said, "Sure, Mike;" that they were good knives and well tempered. Taking him at his word, I flipped a simoleon and put a knife in my pocket.

Was that knife good? It was not. Its keen edge got dull as a woman's hatchet when I tried to sharpen a pencil; so I gave the knife to an enemy and went to another hardware store, bought a good knife and paid a fair price for it. That dealer should have had good knives, as well as cheap ones. I believe it pays to handle good goods. If you feel that your people want cheap goods, carry both kinds.

Sell by Comparison

Every time a customer asks for an article show him the cheap article and the good article, and then talk him into buying the good one. That is where the art of salesmanship comes in—selling a man something better than he thinks he wants.

Often it helps you to sell a good article to have a cheap article alongside of it. When the customer breaks away from your talk and wants to jump over the fence, just shake the cheap article at him, and then cautiously, warily and diplomatically lead him up to the considering of the same. A little touch of flattery will do it often.

Tell him that people who can't think a day ahead look at price only, and think they have performed a brilliant act when they buy something which cost them less than they expected to pay; but that the man of brains thinks of next month or next year, and consequently gets more wear and service for a dollar than the buyer of cheap goods.

It is a fine art, that, of selling good goods to a tightwad who is intent on cheapness only. It is real sport after you have learned the art, and it gives more pleasure than landing a fierce trout with a weak pole and slender thread. Takes more skill, you know.

There may be some dealers who have a junk shop in their store, according to the custom of twenty years ago. But they are getting scarce now, thank goodness. I wish you would just give a glance over your store at this point and if it is anything but clean and tidy I hope the blush of shame will crimson your manly cheek till your face is as purple as a turkey gobbler's wattles.

Any dealer who keeps an untidy store isn't in the grammar department or the high school of business. He is in the kindergarten. And today the kindergarten merchant is on the chute, and the chute is greased.

"And don't forget to advertise." Yes, that is important. But don't make the mistake of thinking advertising is everything, for it isn't. The most important thing about your business is you.

And the next in importance is what you know, and the third in importance is how you apply your knowledge.

It is hard to write just what you should do and just what you should learn. You would find it hard to tell a man just what he should say in order to come out ahead in an argument with his wife. It is possible for a man to come out ahead in such an argument, but he is a scarce article and the rest of us look at him with undisguised glances of admiration.

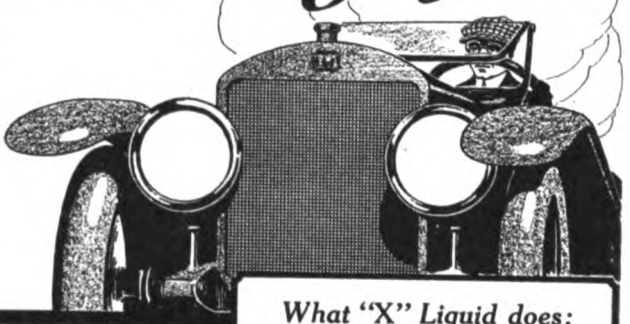
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"X" LIQUID

TRADE MARK

makes the entire Cooling System of your car—

99.2% Perfect!



NO MORE LEAKS—anywhere in the cooling system. NO MORE RUST OR SCALE. Better engine performance. Less up-keep cost

THE apparent simplicity of the cooling system fools many a car owner. He doesn't realize how much engine trouble really begins in **the cooling system.**

Improper cooling very often causes scored cylinders, pitted valves, seized pistons and hundreds of dollars of needless expense.

Leaks—Rust—and Scale are the trouble makers of the cooling system.

With "X" Liquid the car owner has the only **safeguard** against these troubles. Chemical science has pronounced it **perfect!**

Simply pour "X" Liquid into the radiator. Leave it there. It works automatically—and will repair cracks in the water jacket; in valve pockets; small holes in the radiator, pump, connections, gaskets, etc. "X" will quickly repair **one** leak—or **one thousand**—and do a permanent job.

* * * *

EVERY water cooling system is being eaten away by Rust. A deposit of Scale keeps the heat inside the engine and interferes with proper lubrication.

The same "X" Liquid that repairs leaks also has a chemical action that **loosens** all Rust and Scale. "X" absorbs the free oxygen in the water. It prevents **new** Rust from forming. It doesn't allow the lime and magnesia in the water to deposit new Scale.

In this way the narrow water passages are kept free from Slime, Rust and Scale. The cleansing action of "X" tones up the system—saves oil and gasoline—and **helps the motor perform better.**

Eighteen months of laboratory and road tests have definitely proved that "X" Liquid positively makes all water cooling systems 99.2% perfect—as good as the day the car came from the factory!

What "X" Liquid does:

1. Repairs all leaks **permanently**—in 10 minutes.
2. Repair stands pressure of 2000 pounds.
3. Prevents **new** leaks—keeps cooling systems LEAKPROOF.
4. Loosens all Rust and Scale.
5. Prevents **new** Rust and Scale—keeps cooling system RUSTPROOF and SCALEPROOF.
6. Helps keep the engine cooler.
7. Saves Oil.

Not a Radiator Cement!

Don't confuse "X" Liquid with radiator cement or flaxseed meals in powder or liquid form. These clog the cooling system and often damage it. "X" is the only scientific process guaranteed to keep cooling systems LEAKPROOF — RUSTPROOF — SCALEPROOF — and troubleproof. Used by the U. S. Government, Standard Oil, American Telephone & Telegraph Co., etc.

Standard Size, $1.50
Will do a $25 repair job!

Ford Size, 75 cents
Will do a $10 repair job!

Over 25,000 progressive dealers now sell "X" LIQUID. Many of them sell "X" Liquid **exclusively.**

Only the genuine has a big "X" on every can. Look for it.

"X" LABORATORIES, 25 West 45th Street - NEW YORK CITY

Pacific Coast Branch, 450 Rialto Building, San Francisco, Cal.

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Interesting Facts About Rubber

(C. D. Abraham in Du Pont Magazine)

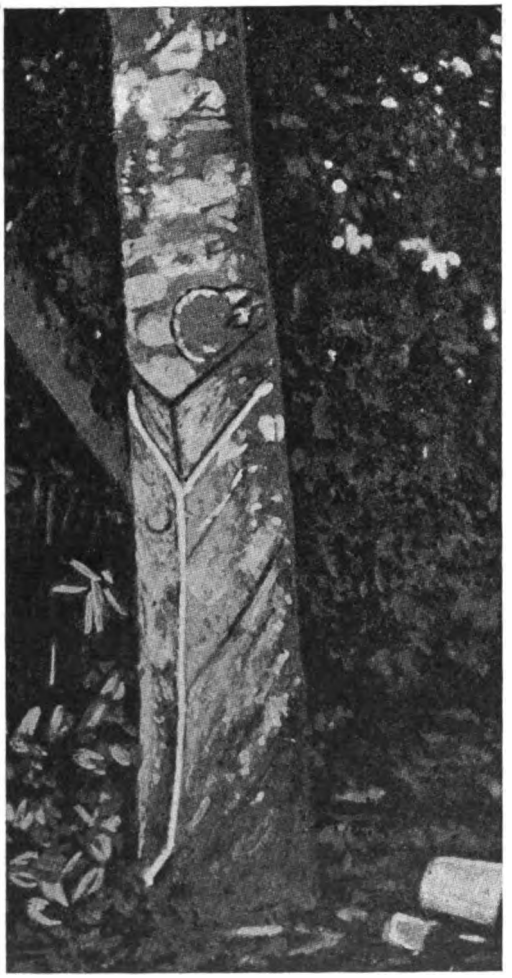
WILL the world's supply of rubber be sufficient to meet the ever increasing demand for this useful product? This inquiry often arises in connection with the much discussed question of a possible gasoline shortage.

Rubber as well as gasoline has helped to make possible the phenomenal development of the automobile industry. In fact, three-fourths of the crude rubber consumed in this country is used in the manufacture of various sorts of tires. Without pneumatic rubber tires to give comfort to the passengers and endurance to the mechanism of the car, and without the protection from rain and sun afforded by the rubber coated top and curtains, the automobile never could have achieved the popularity it enjoys today.

In order to judge the possibilities of a future rubber shortage, let us see where our crude rubber comes from; how it is prepared, and what the outlook is for a future supply.

The original source of our crude rubber supply embraces the Amazon basin of South America, but it has since been found that the rubber plant will grow practically anywhere within the tropics, providing the climate is moist and hot. Africa and Asia, as well as America, now produce enormous quantities of the gum.

Although there are over 300 different varieties of rubber plants, ranging from the great Landolphia vine of Africa to the Ficus Elastica, or household rubber plant of Brooklyn, comparatively few of these are of commercial importance. Chief among the rubber producing trees are the Hevea Braziliensis and the Castilloa. These trees, which are indigenous to South and Central America, have become the basis of the plantation industry.



Seven Year Old Plantation Hevea, Showing Method of Tapping

A very interesting chapter in the history of the rubber trade could be written about the monopoly which Brazil exercised in the production of rubber, and the difficulties which were encountered by an Englishman named Wickham, who in 1876 brought out of that country a quantity of Hevea seeds. These seeds were planted in the Royal Gardens at Kew, England, and transplanted from there to Ceylon to create the plantation industry, now grown to be the largest factor in the rubber trade.

It is well within the realm of possibility that science will some day produce a synthetic rubber which will be practical. Although several men have obtained products which, from the chemical standpoint, are identical with the rubber hydrocarbon, they have been unable to duplicate the peculiar reticular structure and colloidal nature of the natural gum. The decreasing price of rubber serves to make the problem more difficult, so that at present the logical answer to the demand for an increased supply of rubber is to plant more trees.

Under favorable conditions the Hevea is a quick-growing tree. In Malay, where the conditions are exceptionally suitable, cases have been recorded of trees attaining a height of 20 feet and a girth of 8 inches one year after being planted out. A cultivated tree is considered ready for tapping when it has attained a circumference of 18 to 20 inches at 3 feet from the ground. In Malay, this size is usually reached in about four years and in other countries in five to seven years, according to climatic conditions.

The average annual yield of rubber from plantation trees varies from 75 pounds per acre for four year old trees to 600 pounds per acre for twelve year old trees; there being an average of 125 trees to the acre.

The methods of tapping the trees and coagulating the latex vary widely in different localities. The lazy native of Africa simply cuts a gash in the bark of the vine or tree and allows the juice to run down and dry on the ground. In Mexico, the scrubby Guayule bush is pulled up and taken to a mill, where it is ground to shreds. The rubber is then extracted with solvents or separated by mechanical means. On plantations, the tapping is very carefully conducted so as not to harm the tree. As the latex of the rubber plant occurs in a network of veins in the inner layers of the bark, it is best obtained by making long incisions through the outer bark just deep enough to open these vessels without cutting into the wood itself. There are half a dozen standard methods of accomplishing this result in use on various plantations. In Brazil, the rubber is necessarily collected during the dry season, the best period being between May and September. The native collector or "seringueiro" selects from 100 to 150 trees growing in close proximity in the forest and connects these by a path beginning and ending with his hut. Such a group of trees is known as an "estrada." Every morning at sunrise the native goes around his estrada tapping each tree by making an incision with a small hand axe and inserting a cup under the cut. Later he collects the latex, which he converts into rubber the same day.

This latex is a white milk-like emulsion, similar in appearance to the juice of the common milkweed. The coagulation of the latex consists of separating the rubber from the water so as to form a solid mass. This

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"HEXALL" Wrenches



"HEXALL"

"Trade Mark Reg. U. S. Pat. Off."

Ratchet Socket Wrench No. 1

16 Pieces. Weight, 35 oz.

Packed in neat, strong, cloth case.

Break any Sedgley Wrench and We Repair It. No Charge



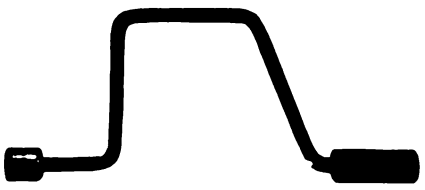
"HEXALL"

"Trade Mark Reg. U. S. Pat. Off."

Ratchet Socket Wrench No. 2

11 Pieces. Weight, 27 oz.

Packed in neat, strong, cloth case.

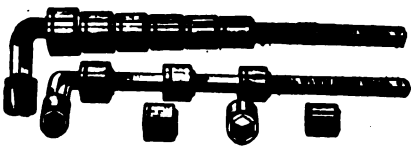


"HEXALL"

"Trade Mark Reg. U. S. Pat. Off."

Demountable Rim Socket Wrench

Extra deep socket made from bar steel, case hardened. Handle 7-16 inch cold rolled steel with maple wood grip. Made in 5-8, 11-16 and 3-4 inch sizes.



"HEXALL"

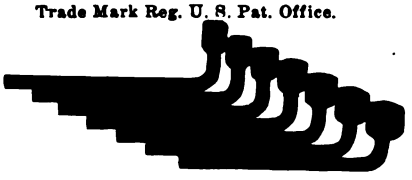
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Socket Wrench No. 5

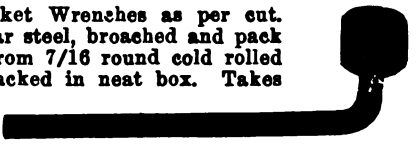
A splendid tool. 10½ inch hexagon steel handle, 7 sockets made from bar steel, case hardened. Sockets pack neatly on handle when not in use. Friction ball in handle prevents them from dropping off. Weight only 21 ounces.

"HEXALL" Offset Socket Wrench Set

Trade Mark Reg. U. S. Pat. Office.



Consists of 7 Socket Wrenches as per cut. Sockets made from bar steel, broached and pack hardened. Handles from 7/16 round cold rolled steel 7" leverage. Packed in neat box. Takes the following sizes of Bolts and Nuts.



Socket No.	1	2	3	4	5	6	7
Inside Diameter Across Flats	1-2	9-16	39-64	5-8	11-16	25-32	7-8
U. S. Standard Bolt	1-4		5-16		3-8	7-16	1-2
Cap Screws	5-16		3-8		7-16	1-2	5-8
U. S. Standard Castellated	1-4		5-16		3-8	7-16	9-16
A. L. A. M. "	5-16		3-8		7-16	1-2	9-16
A. L. A. M. Plain	5-16		3-8		7-16	1-2	9-16
S. A. E.	5-16	3-8		7-16		1-2	9-16

Sedgley Quality is Your Guarantee of Durability

Also Manufacturers of THE BABY HAMMERLESS REVOLVER

WRITE FOR OUR CATALOG OF GOOD SELLERS TODAY

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco, Cal.

R. F. SEDGLEY MANUFACTURER 2311 N. 16th STREET PHILADELPHIA, PA.

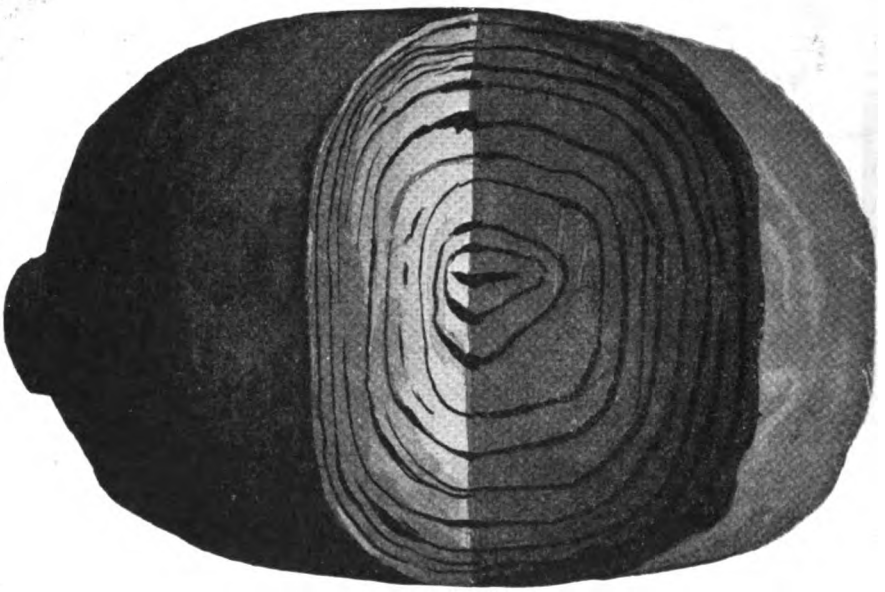
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may be accomplished in many ways. The African native allows the latex to run down the trunk of the tree and harden either upon the bark or on the ground. Rubber prepared in this manner comes on the market in the form of flakes or scrap and usually contains a generous proportion of sand or bark. Sometimes he varies this method by smearing the latex on his own body, where it rapidly coagulates and is later removed in strips and wound into balls.

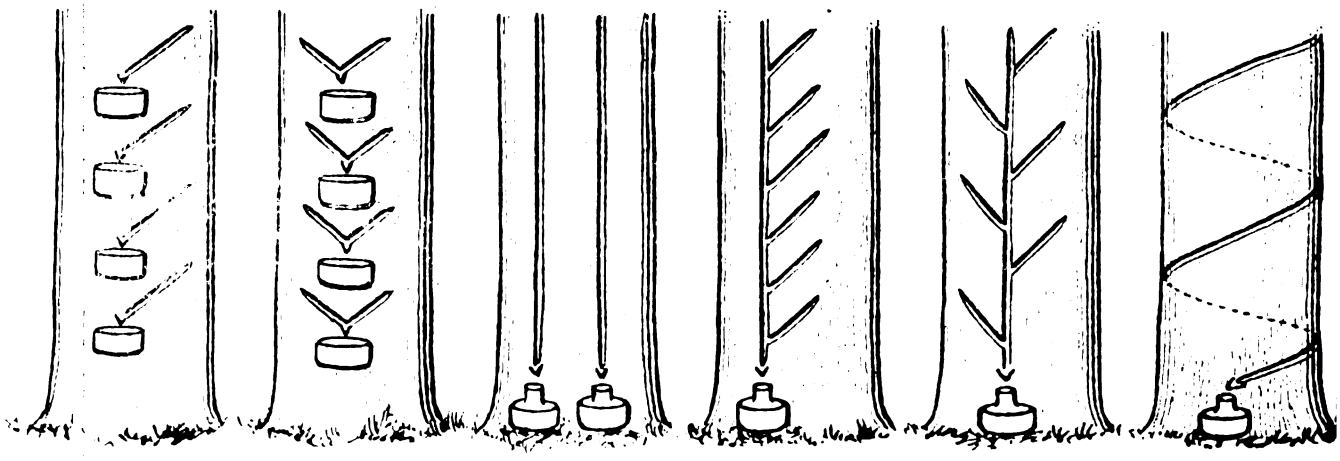
Plantation rubber is principally coagulated by the addition of acetic acid. The latex, after being strained to remove scraps and dirt, is placed in enameled iron vessels and one part by volume of acetic acid added to each one hundred parts of the latex. Gradually a clot, which takes the shape of the containing vessel, forms and slowly hardens. If clear, colorless crepe is desired, the coagulated rubber is washed to remove all dirt, as well as enzymes, which cause a darkening of the rubber. After washing, the rubber is sheeted out between mill rollers and then thoroughly dried. Often this process is varied by smoking the coagulated rubber and then pressing it out in the form of corrugated sheets.

All the scientific research, which has been devoted to this end, has failed to develop a method which will produce a better or more uniform product than the one which the South American Indian has used for centuries. After building a fire of palm nuts and sticks, the native dips a flat paddle in the bucket of latex and holds it in the smoke. When the rubber has coagulated, he again dips his paddle and continues this process until the ball has grown so large that it can no longer be handled. The paddle is then removed and a long stick is thrust through the ball. The Indian supports this on forked sticks, and turning the biscuit around over the fire, pours on more latex from a cup. He may work several days on the same biscuit and when a biscuit is cut open dark rings mark the end of each day's work. This method, although tedious, gives a very uniform product because it assures an even distribution of all the elements of the latex throughout the mass of rubber.

The marketing of the rubber is conducted by the "avidore" or contractor, who collects the balls and transports them to the coast, where they are sold to the highest bidder. Formerly all Amazon rubber was marketed through the port of Para. The name of this town has thus become connected with the finest grades of South American rubber. Para rubber is still the standard of quality and uniformity, partly due to the method used by the natives in preparing the gum, and partly to the greater age of the trees, which enables them to yield a somewhat tougher product that their cultivated offspring in the far east. The transportation difficulties which are encountered in opening up new producing areas in the tropical jungles of South



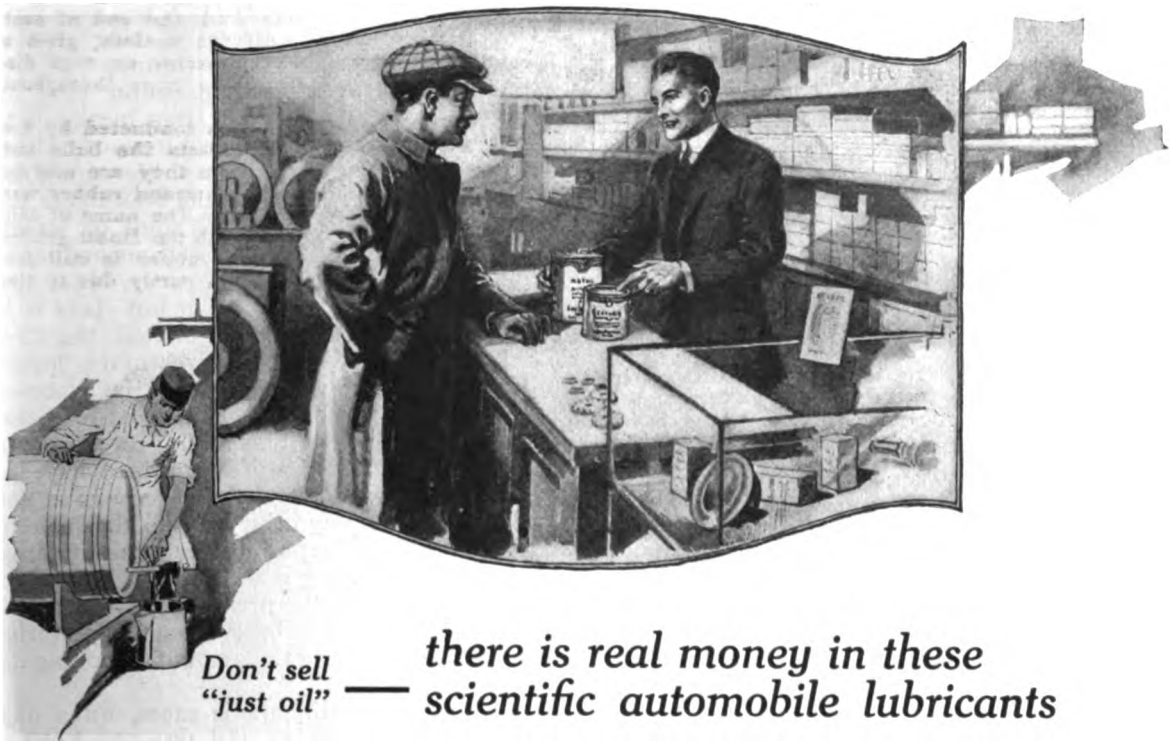
Cross Section of Rubber Biscuit



Methods of Tapping

Single Oblique Incision | V Incision | Long Vertical Incision | Single Herringbone Cut | Double Herringbone Cut | Spiral Incision

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Don't sell "just oil" — *there is real money in these scientific automobile lubricants*

YOU can't build up a big lubrication business by selling "just oil." There is no money in it. The price is low and the profits small. "Just oil" causes a lot of engine trouble and loses trade for you.

If you have the space to handle lubricants (and it takes very little) handle the right kind—Swan & Finch **scientific lubricants.** They will make a lot of money for you.

The motoring public is pretty well tired of "cheap" oils and greases. They want quality lubricants that will keep their cars out of the repair shop. And they are willing to pay a fair price for such lubricants.

Swan & Finch scientific lubricants are made to satisfy that demand. Wherever used they are recognized as high grade. Introduced in a community they soon become famous. Starting in a small way with these superior lubricants you can quickly build up a big substantial lubrication business—with profits to correspond.

Write Today for Interesting Dealer Proposition

SWAN AND FINCH COMPANY
NEW YORK

Quality Lubricants Since 1853

Chicago Philadelphia Hartford Providence

DISTRIBUTORS OF S. & F. LUBRICANTS

Kimball-Upson Company, Sacramento, Cal.; W. E. & W. H. Jackson, San Francisco, Cal.; East St. Louis Gasoline Co., East St. Louis, Ill.; National Electric & Auto Supply Co., Peoria Ill.: W. J. Holliday & Co., Indianapolis, Ind.; Roehm & Davison, Detroit, Mich.; Kelley-How-Thomson Co., Duluth, Minn.; Richards & Conover Hardware Co., Kansas City, Mo.; Flanigan Warehouse Co., Reno, Nev.; Geo. W. Ward & Co., Cincinnati, Ohio; Chanslor & Lyon Co., Portland, Ore.; The Fisk Co., of Texas, Dallas, Houston, San Antonio; Motor Mercantile Co., Salt Lake City, Utah; Union Hardware & Metal Co., Los Angeles, Cal.

NORMAN COWAN, Pacific Coast Rep., San Francisco, Cal.



GEARESE

A transmission and differential lubricant that prevents gear friction in all temperatures.



MOTUL

A quality engine oil that prevents friction drag, power loss and cylinder scoring.

SCIENTIFIC LUBRICANTS for SCIENTIFIC LUBRICATION

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America have prevented a material increase of the output from this source in the past decade.

The yields from plantations, however, has increased by leaps and bounds. In 1908 less than 900,000 acres were planted to rubber, today approximately 2,000,000 acres are devoted to this industry. Ten years ago the world's annual production of crude rubber was 70,000 tons. In 1918, in spite of curtailed production necessitated by war-time conditions, this yield had increased to 257,000 tons. Of this amount, 213,000 tons, or 83% of the total, was produced by the plantations of Malay, Ceylon and India alone.

The pre-eminent place which the United States holds in the rubber industry is shown by the fact that last year 75% of the world's supply was consumed by this country, as compared to 10% used by England and 6% by France.

To many of us who have always assumed that nearly all crude rubber comes from South America under the general name of Para, the real facts in regard to its sources and distribution may prove interesting. Unlike other raw materials, such as iron, coal, wood and fuel oil, the price of crude rubber has steadily declined in recent years, owing to the enormously increased production of eastern plantations. That this expansion will continue is unquestioned and the output of estates now in operation will increase as the trees grow older. The ultimate level to which the price may fall is consequently limited only by labor and transportation costs.

We may, therefore, rest assured that no matter what the answer to the motor fuel problem may be, the courage and enterprise of such pioneers as Wickham has assured the world of a cheap and practically inexhaustible supply of the finest quality of rubber.

MAKE NO MISTAKE TO STOCK UP

Editor HARDWARE WORLD:

As to our views on policy in governing merchants in their purchases for the ensuing months.

Our study of market conditions has led us to advise our customers on practically all lines that they can make no mistake in stocking up as heavily as their financial responsibilities will allow. We do not feel that there will be any material reduction in any commodity until such time as the readjustment downward is started in laboring men's wage.

Yours very truly,

CAPITAL ELECTRIC COMPANY,

Salt Lake. R, S. Folland, Secretary.

SALESMAN FAILED TO EXHIBIT HIS LINE

A hardware jobber tells this joke on a salesman for a rival house:

A few weeks ago he alighted at the station of a small Missouri town. The aged darky in charge of the decrepit hotel van approached him and inquired how many trunks he had.

"I don't use any trunks," said the salesman.

"But you is a travelin' man, isn't you?" inquired the Jehu.

"Yes—but I sell brains."

"Well, suh," sighed the old driver, "Ah've been totin' salesmen from dis depo' fo' nigh twenty years, an' youse de fust one Ah ever struck what didn't carry no samples!"

The Toledo Hardware Co. have moved into their own building, which has recently been remodeled, giving them the facilities for carrying a larger stock. They are anticipating a busy season's trade.

TIRE PRESSURE IN HOT WEATHER

One of the chief sources of tire trouble which costs motorists much money in hot weather is the mistaken impression that on warm days the air pressure in tires increases to the extent that it results in a blowout. However, the heat that causes tire trouble comes not from warm weather but from the flexing of the tire itself as it rolls along the road or street. This heat is increased or decreased according to the amount of bending of the tire. Most tire users mistakenly believe that on hot days it is necessary to reduce the pressure in the tire. This, it will be readily seen, gives more opportunity for bending and the result is a consequent increase in heat rather than a decrease.

It is true, of course, that on hot days the air pressure in tires that are used continuously, increases slightly, but the rise in pressure is not sufficient to cause any injury to the tire. There is more danger in decreasing the pressure in a tire than in permitting it to increase, for, after the tires have rested, the pressure will drop and there is always the possibility that the motorist will neglect to increase the amount of air again to the required point.

In the recent Indianapolis races, on a day that the race-drivers declared was the hottest they had ever driven in, thirty-eight per cent less tires were changed than in any previous race. Drivers on the speedways have learned that after a tire's heat reaches a certain point, radiation becomes as great as generation—which in short means that any increased air pressure due to generation of heat is negligible in its effect on the tire.

SO TYPICAL

A college professor who is very absent-minded got on a crowded electric car and had to stand up. As the conductor came to take his fare the professor suddenly perceived a well-known society woman of his acquaintance. He at once put his hand into his pocket, took out a nickel and handed it nonchalantly to the woman, then, turning, he made an elaborate bow and shook hands cordially with the conductor.

FIRES WERE PROFITABLE

Moses and Aaron were partners in business when Aaron was called up and had to go to camp. About a month after Aaron had departed he received a telegram from Moses which read:

"Business burned out. Got $10,000 insurance. What shall I do?" To which Aaron wired back: "Start another business."

One month later he received another telegram from Moses: "Business burned out again. Got $13,000 insurance. What shall I do?"

Immediately Aaron wired back: "Keep the home fires burning!"

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"Here is the Plug for Profit—

UNITED

Made for a Purpose
—Consistent Ignition

RETAIL PRICE

Heavy Duty
(for trucks and tractors)
$1.00

Junior Type
(for Passenger Cars)
75c

"There is real satisfaction in selling United Spark Plugs. Everybody wants them—your stocks turn over rapidly. And the profit you make on each United Spark Plug is mighty good.

"These United Spark Plugs stand the gaff. The Heavy Duty, for trucks and tractors, is made right—for a purpose—consistent ignition.

"And the United Junior for passenger cars is equally good.

"The 'Lockt' terminal on all United Spark Plugs gives a positive contact that can't jar loose. It's a strong United sales feature. And every United Spark Plug is guaranteed. They stay sold.

"Yes sir, stock the United Spark Plug. It is the plug for profit—and performance."

Ask your Jobber for the Plug in the Yellow Checkerboard Box

UNITED MANUFACTURING & DISTRIBUTING CO.
LAKE SHORE DRIVE AND OHIO STREET CHICAGO, ILLINOIS

New York Representatives
GRAY-ANDREWS CORPORATION
78 Warren St., New York

Pacific Coast Representative
A. C. RIDDELL,
Marvin Bldg., San Francisco, Cal.
Higgins Bldg., Los Angeles, Cal.

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HOW TO GET ENFORCEABLE GUARANTEES OF PRICE

(Copyright by Elton J. Buckley)

The fact that buyers in most lines are discussing the question of giving stability to markets by guaranteeing prices, makes the following letter timely:

Last December we bought a bill of goods from ————, of New York. We really didn't need so much, but things were uncertain and the salesman persuaded us to stock up while we could. The writer discussed with said salesman the question of falling prices. He convinced us that prices for this article were not likely to fall, at least before we could get rid of that order. We were somewhat apprehensive about this, as a large sum was involved, but the last thing he said after we had signed the order and was departing was: "These goods won't drop, take it from me. If they drop inside of six months I'll eat my hat.

The goods were delivered in January and paid for on regular terms. By that time the market was easy, but we thought that was natural and that it would recover again, but later in the month it slumped badly, and our goods are now only worth about 65 per cent of their cost. This represents a heavy loss to us, and we took it up with the salesman, and while he was very nice about it, he takes the position that we took a chance, and that he gave us his honest opinion. He says, in fact, that the goods will go back to about what we paid for them, but the writer sees no sign of that. We also took the matter up with the house that we bought the goods from, but they write us that no salesman has authority to bind the house by guaranteeing prices and they can do nothing for us. What we wish to inquire is, must we stand this loss?

E. McB. & Bro.

Let me say at the outset, that even if this correspondent had what might under other circumstances have been a binding guarantee of the price, it would be worthless when given and accepted after the order was signed and the deal was completed. Buyers ought never to lose sight of this, because it may make all the difference between a guarantee and no guarantee. For instance, a buyer is discussing an order he intends to give. He is doubtful about the future of the market. Before the order is signed, the seller says, "Oh, I'll guarantee the price for ninety days." That is a binding contract which can be enforced.

But suppose, as in this case, the order was signed and then the seller said he would guarantee the price. That is not a guarantee, because the deal was not made on the strength of it—it is practically nothing more than a prophecy which will not invalidate the deal if not fulfilled.

A guarantee of price, in order to be worth anything, must be made before the order is signed and must be one of the considerations of the sale.

So much for the time the promise was made; now let us consider the substance of it. Was it an enforceable guarantee of price, or would it have been had it been made at the right time? It was not, first, because it didn't take the form of a guarantee, but was a mere prediction that "these goods won't drop." Second, if it had taken the form of a guarantee, it was given by somebody without authority to give it. No salesman ordinarily has authority to guarantee the price of the goods he sells, and in the usual case a salesman's guarantee cannot be enforced against his house, no matter how strong it seems to be. It would be binding upon the salesman, if otherwise sufficient, but the average buyer would never sue a salesman, and therefore gets no benefit from his supposed guarantee.

All guarantees of prices against decline should be in black and white, preferably upon the invoice. I say again, because it is so important, they should always be signed by the house. Sometimes a salesman signs the house's name to a guarantee of price, claiming to have the authority to do so. I should never accept such a guarantee if the deal is important—make him send it on to the house and get the firm's name signed to it. It is just as easy for the employer to repudiate a guarantee of price which a salesman has written as to repudiate one which the salesman has spoken.

I don't know whether the readers hereof are generally familiar with the fact that the Federal Trade Commission has attacked the legality of the practice of guaranteeing prices against decline. A certain Western condensed milk company had habitually guaranteed prices against decline for, I think, six months. It practically amounted to agreeing to sell as cheap as any competitor, and the Federal Trade Commission decided that that was a restraint upon competition and started prosecution. The courts have still to pass upon the point, and meanwhile I advise the readers hereof that they can enforce all the sufficient guarantees they can get from people who sell them goods.

John T. Morgan Hardware & Implement Co., Corning, Cal., are preparing for a busy fall trade.

Mr. Tompkins, who purchased the Bosserman Hardware Store, 109 North Brand Boulevard, Glendale, Cal., reports the outlook most encouraging.

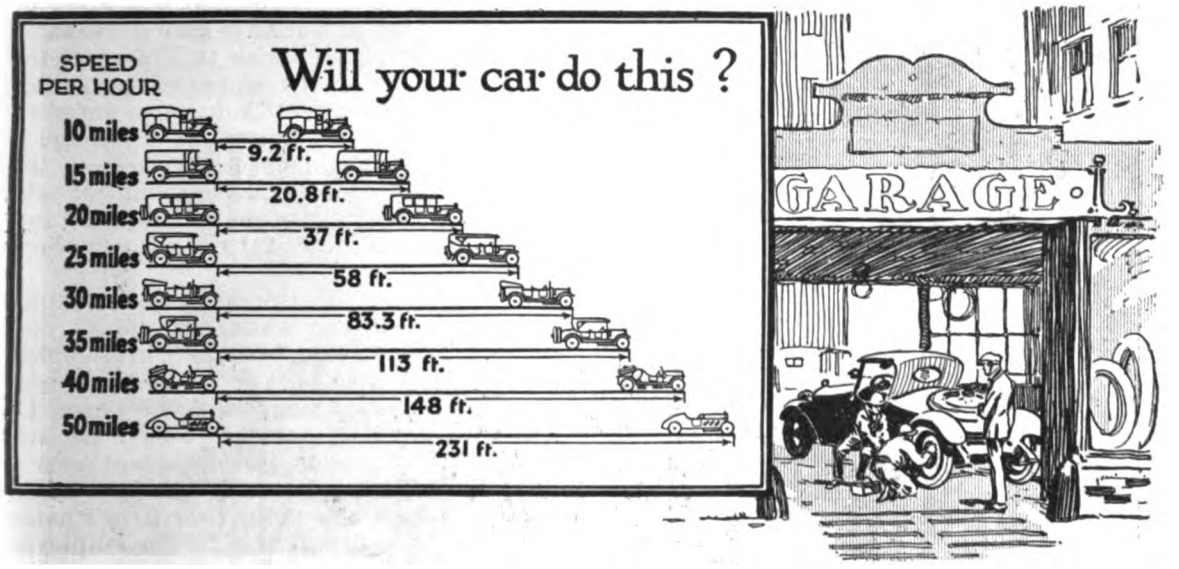
Turner Hardware Co., Modesto, Cal., are making extensive improvements in their building, to give them facilities for carrying an increased stock.

The Evans Hardware Co., which was recently burned at Brownsville, Ore., is reported to be ready for business and are anticipating a busy season.

Horace W. Green, who purchased the Bennett Hardware Co., Long Beach, Cal., and is assisted by his three sons in the business, has been increasing his stock in anticipation of a busy fall trade.

Reference was made recently to the fact that the business of H. L. Cook & Co., Aberdeen, Wash., had been sold to Messrs. George Lewis, John Pinckney and A. E. Vaughn, who are well known, enterprising young men, Mr. Lewis having been with the firm of H. L. Cook & Co. for a number of years. They plan to add to the stock and increase their facilities.

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Have your brakes inspected today

THIS slogan of National Brake Inspection Movement is bringing big business to Thermoid Brake Lining Dealers.

Police officials and newspapers in every state are behind the famous Brake Inspection Movement, originated by the makers of Thermoid Brake Lining.

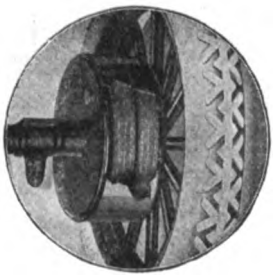
National advertising and educational work, emphasizing the importance of good brakes, has met with a sympathetic response from the American public.

Motorists everywhere are taking new interest in their brakes—going to their dealer to have their brakes inspected—insuring their safety.

The Thermoid chart of Stopping Distances has been incorporated into the Police Traffic Regulation Chart, and has been adopted by Police Departments in many cities.

Police authorities in Toledo, Ohio, were so well pleased with the chart that they requested fifty more and have prominently displayed them throughout the city.

Personal letters, along with newspaper reading notices and the Police Traffic Regulation Chart, have been mailed to several thousand chiefs of police and sheriffs in all the cities and towns of the country.



Standing behind Thermoid dealers

The Brake Inspection Movement has been fostered exclusively by the Thermoid Rubber Company.

The makers of Thermoid Brake Lining have always zealously watched after the interests of the dealers selling Thermoid and have co-operated in every possible way to increase dealers' sales and profits.

The manufacturers of Thermoid sincerely believe they have the best brake lining on the market—a brake lining that has exclusive features that make it as nearly perfect as possible.

In educating the public to an appreciation of this 100% efficient brake lining, special emphasis has always been directed to the Thermoid dealer.

And today the public looks upon a man who handles Thermoid Brake Lining as a specialist and an expert who knows his job.

The public has confidence in Thermoid Brake Lining and in Thermoid dealers.

Are you enjoying Thermoid prestige and profits?

Every foot of Thermoid that you sell is backed by our guarantee: ***Thermoid will make good—or WE WILL.***

Thermoid Rubber Company

Sole American Manufacturers

Factory and main offices, Trenton, N. J.

New York Chicago San Francisco Detroit
Philadelphia Los Angeles Pittsburgh
Boston London Paris Turin

Canadian distributors

The Canadian Fairbanks-Morse Company, Limited, Montreal

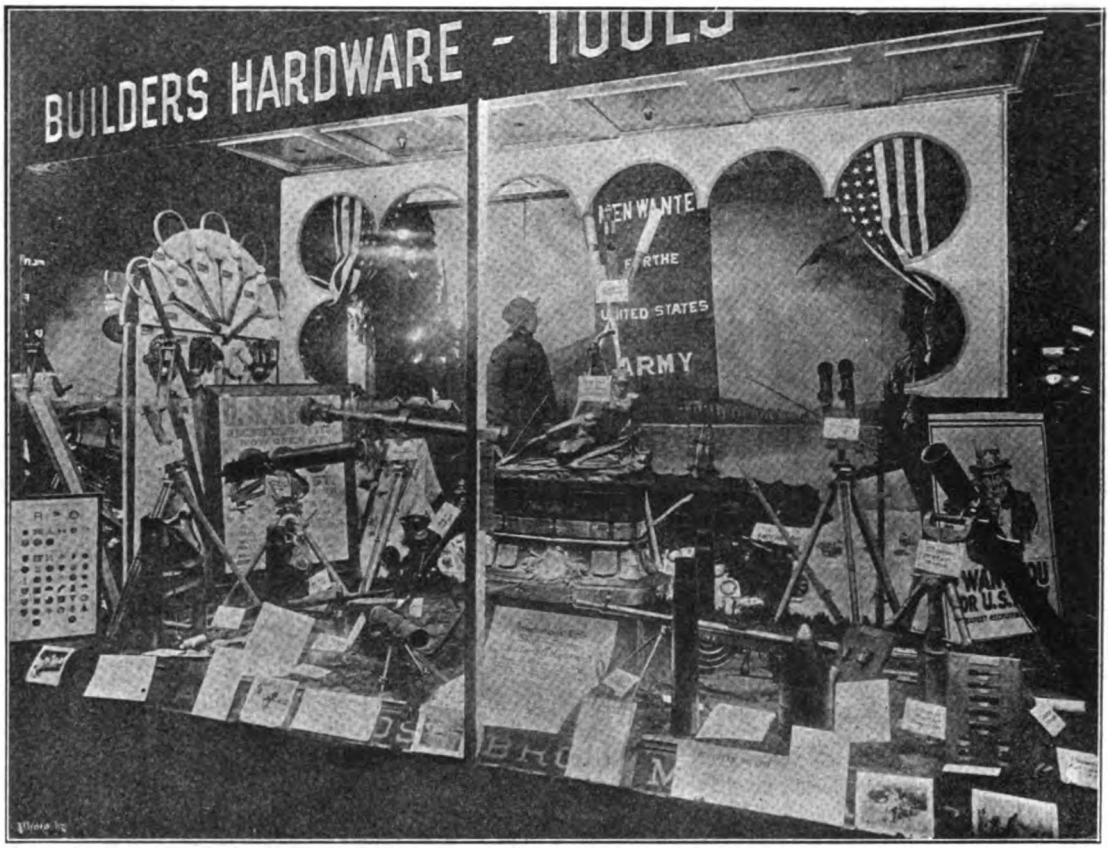
Branches in all principal Canadian cities

Thermoid Brake Lining

Hydraulic Compressed

Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires"

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A PATRIOTIC DISPLAY

In order to encourage enlistments in the Army and Navy, Joost Bros. Hardware Co., of San Francisco, patriotically devoted one of their large sales windows for some time to help secure the necessary enlistments. It is to be noted that men who have seen service over seas are not responding very enthusiastically to this call for enlistments. In this day of high rents, when it behooves a merchant to utilize his sales windows to the best advantage the cooperation and service of this institution is deserving of the fullest appreciation, and the display of army and navy trophies resulted in a marked increase in enlistments.

MAKE THE FIRM SUCCESSFUL

If you're working for a business firm, work to beat the band,
Make the firm successful!
Just act as though the whole blamed thing was resting in your hand,
Make the firm successful!
Remember work can harm you not,
So be a Johnnie-on-the-spot,
And let your every act and thought
Make the firm successful!

Just use your brain and plan to have each bit of work you do
Make the firm successful!
Remember you yourself will be a huge success if you
Make the firm successful!
If you can't work the proper way,
Resign at once—this very day,
And thus unwittingly you may
Make the firm successful!

THIRTEEN WAYS TO PROVE THAT YOU ARE LUCKY

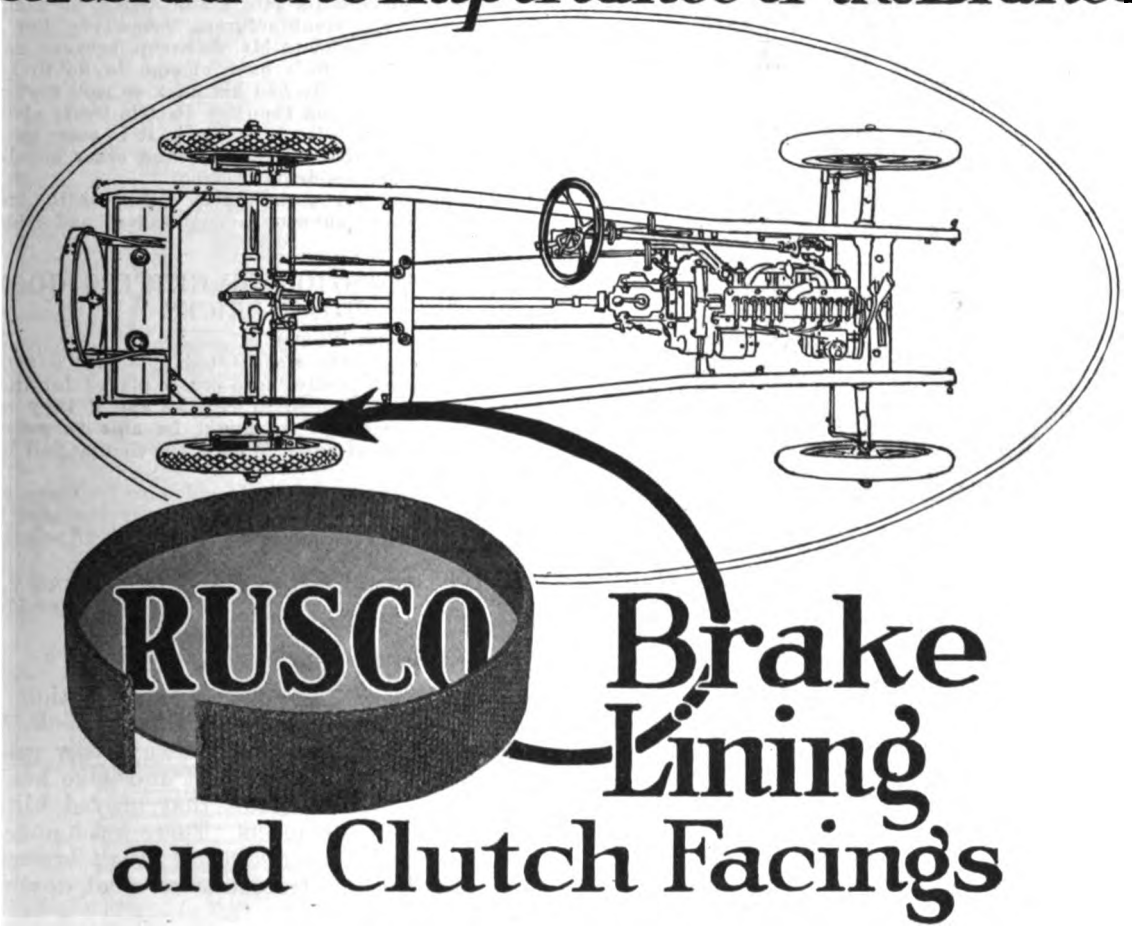
1. Be honest.
2. Be kind.
3. Be enthusiastic.
4. Be courteous.
5. Be sympathetic.
6. Be industrious.
7. Don't worry.
8. Don't gossip.
9. Be optimistic.
10. Study.
11. Observe.
12. Think.
13. Learn.

IDENTIFICATION

For happiness I make no plea,
Nor ask that wealth should come to me;
But only this, could Fate decree it—
To know my good luck when I see it.

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Consider the Importance of the Brakes



The engine, the transmission, the chassis are all important—but what's more important than the brakes? If lined with Rusco they instantly respond to every demand.

Why not equip your cars with Rusco—the nationally advertised brake lining that more and more car owners are specifying. They are guaranteed for one year.

Other good selling Rusco products in which quality is pre-eminent are: Fabric Fan Belts, Fire Strap, Top Straps, Hood and Radiator Lacings and transmission line for Ford cars.

Write for our valuable Rusco Automotive Products Book.

The Russell Manufacturing Co.

Home Offices and Factories
519 Russell Avenue, Middletown, Connecticut.

New York City, 349 Broadway.	Detroit, 18 Alexandrine Ave. East.	Chicago, 1438 Michigan Ave.	Atlanta, 60 So. Forysthe St.

Western Distributors, **John T. Rowntree, Inc.** Los Angeles, Cal.
San Francisco, Cal. Seattle, Wash.
Salt Lake City, Utah. Denver, Col.

Southwestern Distributors, **Campbell, Wood & Co.** Dallas, Texas.

38 Factory Buildings **Established 1830** **25,000 Shuttles**

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THRICE JUDGED, HIS APPEALS (W)RING TRUE

It isn't every hardware man who is so well equipped as Harlan G. Grosscup, western representative of the Lovell Mfg. Company, Erie, Pennsylvania, having as his forbears three distinguished United States judges, but of course Mr. Grosscup should not be held accountable for that fact. Strange as it may seem, Mr. Grosscup himself did not take up the study of Blackstone, but he doubtless felt it wasn't fair for one family to monopolize the supreme benches of the country, for Justices Harlan, Geiger and Grosscup are all related to him.

He preferred to attain distinction in other ways, and instead of issuing citations, injunctions and rendering decisions which might be subject to the referendum and recall and other such devices designed to "interpret the thought of the people," when such decisions might interfere with one's own selfish aims and desires, he chose the hardware line.

For several years he was identified with Farwell, Ozmun & Kirk and the Simmons Hardware Co., in a jobbing way, serving his apprenticeship, and getting a thorough understanding of the hardware business. Later he was connected with a manufacturer's representative in St. Paul, and when the Lovell Mfg. Co., were looking for an enterprising and ambitious young man to care for their interests in Chicago, it was but natural that Harlan Geiger Grosscup should stand at the top of the list. He has been representing them for the past seven years, so well that a year or so ago the Pacific Coast was added to his territory.

The Lovell Mfg. Company have always felt that in the choice of their representative they have been indeed fortunate.

Their sales policy is to distribute their products wholly through the jobbing trade, and if there is one thing that Mr. Grosscup takes great pride in, aside from that of his better three-quarters, it is the fact that he represents an institution who are the largest manufacturers of their kind, in appliances designed to alleviate the labors of the housewife.

To hear Mr. Grosscup give an exposition of the selling of wringers, if need be to go into a store and purchase a wringer of their own or any other make and to dissect it to its very vitals; to be able to make intelligent comparisons is a forceful selling argument, which commands admiration and is worth any amount of time.

Up until a year ago the Lovell Mfg. Co., were represented by Osgood & Howell, than whom no manufacturers' representatives rank higher, but in order to bring their distributors into closer touch, if such is possible, with the manufacturers themselves, the Pacific Coast was alloted to Mr. Grosscup, because, as he said, he probably didn't have enough to do to keep him fully occupied. He had his work so well systematized and arranged and then the Pacific Coast always had a lure for him. He is drawn to it to some extent also by the fact that his parents and other members of the family are residents thereon.

Mr. Grosscup has recently been calling on the trade in the far West, renewing acquaintances and adding many new ones.

MORE A QUESTION OF GETTING GOODS THAN PRICES

Editor HARDWARE WORLD:

My opinion of the market today is that a person should have some pretty large orders placed for immediate delivery of all general supplies and if they were placed some time ago we might be able to get the goods so as to be of value to us in the coming fall business.

I firmly believe that it is going to be more of a question to secure material than secure business this fall and that we have not reached the peak of prices.

Yours very truly,

ELECTRIC APPLIANCE COMPANY,
W. W. Lowe, President.

SAFETY IN MOTOR TRAFFIC

The National Railroad Administration recently inaugurated a "No Accident Week," in which all employes of the railways now under government control took part and gave hearty cooperation, with a result that proved highly satisfactory in all respects. There was a notable improvement in the operation of all branches of the service and accidents were cut down to practically nothing.

This is interesting to all motorists and worthy of general and permanent adoption by the automobile associations. Any public movement calculated to lessen disaster and consequent personal injury from motor traffic deserves hearty and unstinted encouragement, because accidents are much too frequent and can be avoided if proper care is exercised.

Constantly and rapidly increasing motor traffic for both pleasure and business is now a matter of serious consideration for all concerned. The careless, negligent driver is more than a nuisance; he is a positive menace to safety. But the careless driver is not the only one to blame; the man who neglects the sound condition of his car is equally culpable.

Aside from careless and reckless driving, more than 90 per cent of all motor car accidents are due to defective wheels caused by loose spokes. Spokes must be kept tight and securely in place or the very foundation of the car is impaired and accidents are then almost inevitable.

Drive carefully and keep your spokes tight by looking for and correcting wheel trouble before serious damage results.

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Too Much Service May Prove Costly

A GREAT deal has been said about the greatness, the importance and the value of service, and much that has been said is true. Writers and speakers on business ethics and business problems have been particularly fond of dwelling upon service as the first duty of man, regardless of conditions or even remuneration. In fact, some have gone so far as to separate service and reward entirely, on the theory that the one who gives unselfish and high-grade service has no need to concern himself with rewards, for such will come to him in as large measure as he merits.

Public Should Understand

This is a very pretty theory and would work out all right if the public at large was in a position to appreciate and willing to pay for all effort and service exerted in their behalf, but in reality matters do not work out that way, for the public is too much concerned with the details of its own affairs, to bother about ours, and not understanding these details, they take it for granted that they do not exist. Naturally, then, they see no reason for paying for this unseen and unknown service. Why should they?

We are ready to grant the value of service and the importance of efficient, essential service, but we also contend that the laborer is worthy of his hire and should have it, regularly in order to enable him to give still better service.

A business man recently received a bill for $50.00 from his lawyer. The business man was very wrathy. He said:

"What has Lawyer Brown done beyond talking with me a couple of times in his office. I will not stand for such an unreasonable charge!"

He demanded an itemized account, or a transcript of the lawyer's ledger which should justify such a bill and to his amazement found that his attorney had held several conferences with him, had interviewed numerous other people, had taken statements and depositions, and had paid $20.00 out of his own pocket to stay certain court proceedings. When our business friend learned the facts of the case, he felt that $50.00 was a very reasonable charge, and he had no complaint to make.

Again, a druggist who specialized in fumigating for insects and disease germs, agreed to do a certain house and to rid it of pests for a definite price. When the work was done, the house-owner protested, saying:

"It took a much shorter time than I expected to do this work, and I shall only pay you 75% of the bill you have rendered me. It is all it is worth! Why, this is a preposterous amount for the time you spent!

In vain did the druggist point out the large quantity of expensive chemicals he had been obliged to use, the experience and skill necessary to do the work right, and the special effort he had made to do this work at a time most convenient to the landlord. The house-owner was obdurate. It was not until the case was brought to suit as a matter of principle, that the other party was ready to settle.

It seems to be a mighty difficult thing, many times, for the buyer of service to understand its worth, and if the buyer is privileged to set his own price, the one who renders the service is likely to get scant justice.

Merchant and Manufacturer Entitled to Remuneration for Service

Whoever manufacturers raw materials into useful articles is entitled to pay for the work done, the capital invested, and the cost of distribution. This is service.

Whoever sells experience, skill and special accommodation is entitled to whatever that service costs.

There are institutions in the country conducted on a purely philanthropic basis—hospitals, libraries, homes, asylums and bureaus of different kinds. And that is all right, but the man who is in business must make that business pay, or he will soon be driven to the wall.

You and I may, as an advertising feature, maintain some apparently free branch of service, such as a rest-room, a public telephone, free air, correct time, special advice, free repairs for a certain period, etc.

But you and I know that in reality, the cost of this free service must be reckoned into the general overhead of expenses and paid for by the customers who patronize us. To be sure, each one only pays a small fraction of this service, but in reality it is paid for just the same.

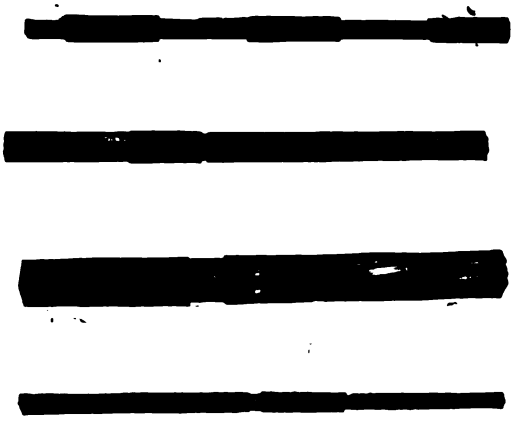
Service Breaks as Well as Makes

A young business man started out some years ago with high ideals as to service. He had had the thought thoroughly implanted in him that he must give whatever people asked, cheerfully and eagerly, and avoid offending them by requesting adequate remuneration. He was very popular. There is no doubt about it. Just the same, he went into bankruptcy. The store he conducted was a general one and he thought next time, he would try a specialized line.

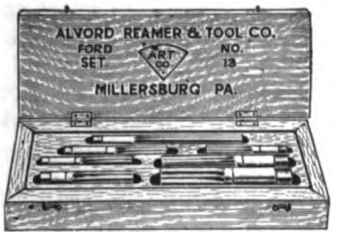
He selected hardware. Again, he made a fetish of service and again he was wonderfully popular, but he went into bankruptcy, for he failed to make his overhead expenses cover the cost of his free service.

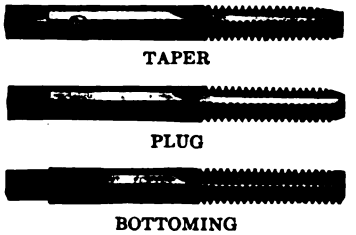
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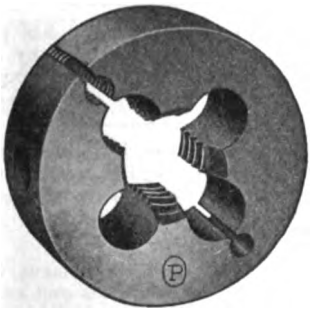
REAMERS



For Repair of FORD Automobiles







Are You Meeting Your Share of the Great Demand for These Tools?

CARRIED BY ALL LEADING JOBBERS

Write for Your Copy of Our Catalogue No. 5-A

ALVORD REAMER & TOOL CO.

MILLERSBURG, PA.

BRANCHES

309 Broadway - - - New York, N. Y.
26 North Fifth Street - - Philadelphia, Pa.
190 North State Street - - Chicago, Ill.
693 Mission Street - - San Francisco, Cal.

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He decided that he was not adapted to the retail business and he became private secretary to one of the merchant princes located in the city of New York. This man also attempted to attract enormous trade by wonderful values, free banking privileges and other free service likely to please. In his eagerness to increase the volume of his trade and to call attention to the advantages of trading with him, he sometimes departed from the straight line of truth. His private secretary shared in the belief and policy of his chief.

The day came when both were in trouble with the Federal authorities and the merchant prince himself faced a prison sentence. His private secretary was seriously embarrassed and brought face to face with the fact, which he should have learned much earlier in life, namely, that service is the greatest thing in the world, but that service must be paid for by someone and that it is better that the nature of the payment be understood by the customer.

Fair and Square Dealing

always makes for a better feeling, permanency, confidence and self-respect on both sides, than a situation which deceives.

A garage of my acquaintance maintains a very fine restroom for ladies, with all conveniences. This garage is situated in a hamlet containing only a handful of people, yet because it is on a main trunk highway, the sale of gasoline alone amounts to at least several thousands gallons a day. In that rest room is the following neatly framed card:

To our Customers: Because of our large volume of business, we are able to maintain the comforts and conveniences of this rest-room. Its service is free, and yet the customers pay for it in the large patronage with which they support us. The more you buy of us, the more we can do for you. Free service is only possible through the cooperation of many, for of course, someone has to pay for it."

It is quite right to magnify service, but let us get away from the idea that the public is entitled to something for nothing, or that we are under obligation to conduct business on a philanthropic basis. Be ready to deliver the goods, but expect as a matter of course, that the other fellow, being an honorable American citizen, will desire to pay 100 cents on the dollar for value received.

J. E. Hicks and Syd Karr, of Galt, Cal., have engaged in the hardware and auto accessory business at Galt.

J. B. Crandell, formerly in the paint business at Bakersfield, Cal., has changed the name to the Crandell Supply Co. and will add a line of hardware.

McClellan & Larkin, who recently purchased the stock of hardware and implements of L. T. Hammersley, of Baldwin Park, near Covina, Cal., are adding to their facilities and increasing their stock in anticipation of a large business in hardware and mplements.

HAVE A HOBBY

Yes—have a whole stable full of them—they are worth while.

Aim for some ideal.

Every man or woman must have a hobby of some kind to be happy and contented—it's a great developer of character.

We can have any kind of hobby, for that matter. Some people have a hobby of their business. Business was Russell Sage's hobby—one of the most successful men in the world.

Some men have a hobby about this thing, some men have a hobby about that thing, but I never yet saw a happy person that didn't have a hobby about some one thing.

We hear young people every day—especially young women—say they have nothing to do—they have nothing to occupy their time—they lie around the house and quite forget that there are so many, many pleasant occupations that they could engage in if they would only start out and try.

If we get enthused about any special thing, then we always make a success of it.

It's simply "sentiment" in another way expressed, and after all, sentiment is a greater factor in the affairs of the world than most people think.

No great enterprise—no great charity festival—no great pleasure party—or no great anything can be successfully developed unless it is directed by men and women of vision, and with this vision, there must be sentiment—the very soul of enterprise and enthusiasm—and it is simply this kind of enthusiasm that impels action and makes success. So, I say, after it is all boiled down, "hobby" spells sentiment under another name.

John McKay, formerly with the Alhambra Hardware Co., Alhambra, Cal., has purchased C. F. Mossman's interest in the Alhambra Hardware Co. and will be associated with J. E. Dunbar and Wallace Dunbar in the conduct of the business.

The Turlock Implement Co., Turlock, Cal., have been incorporated with an authorized capital stock of $25,000. The directors of the company are A. C. Watkins, James Kerr and A. K. Farnum, all of Turlock.

The Sacramento Implement Co. has purchased the two-story building formerly occupied by J. F. Garrett, and it is understood they are establishing a branch at Woodland, Cal.

A new implement house is being erected for the A. H. Karpe Implement Co., Bakersfield, Cal., which is necessary on account of the growth of their trade. The outlook is most excellent.

The Donley Hardware & Implement Co., Modesto, Cal., are increasing their facilities and adding to their stock in anticipation of a busy Fall trade. They are likewise materially adding to their plumbing, auto accessory and harness departments.

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Announcement

To the Trade:

The fire which occurred in our establishment started about 3:30 and ended at 9:30 Friday morning.

At 9:00 o'clock we had offices in operation in the Maynard Building, across the street—or thirty minutes before the fire was extinguished.

At 9:30 we had a shipping room in operation and were making shipments to the trade.

At the present time we are occupying the north one-third of our old location, 104-106 First South; also the south one-third at 112-14 First Avenue South.

Our offices are on the Fifth Floor of the Maynard Building.

And we have our warehouses at 1919-21 First South and 1918 Utah Street. We have also rented additional temporary warehouse space to accommodate the large amount of merchandise which is already in transit from the various factories.

We have had wonderful responses from all manufacturers in the East with whom we do business, with the result that within thirty days our stock will be more complete than at any time during the past three years.

Absolutely no goods damaged by fire or water will be offered to the public, as these goods will be handled through the insurance company.

Every order received by the Whiton Hardware Co. will receive its usual prompt attention.

Whiton Hardware Co.
Seattle

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NEED FOR BUSINESS MAN TO TAKE A DIRECTING HAND

The real men of America, the men who have developed its vast industries, the men who created its boundless wealth, the men who have shaped its destiny as the world leader in material things, have left to politicians, many of them of the long-haired and short-brained variety, the control of the governmental powers of the world's greatest nation.

Before the long-haired, short-brained variety of politicians, before the political machine of this or that party the real leaders of the country must bow down and submit to every insult which can be heaped upon them. They are freely called liars and highwaymen, and told that they deserve to be hung as high as Haman of old, and to this abuse they meekly submit.

Has not the time come for the business men of this country to take charge and see that the ward heeler, the political rounder, the drunken bum do not run the country and city and state political machines, and through them the national machine which decides who shall represent the nation's interest in Congress?

Until business men wake up, and take a hand in shaping the politics of the country we shall go on from bad to worse, getting only, however, what we deserve for our failure to recognize individual responsibility of every citizen to work and vote for men of unquestionable integrity and good horse sense and patriotism.

ANY FOOL CAN KNOCK

Don't criticise your neighbor's faults,
No matter what they do.
Don't ridicule the masses or
Malign the chosen few.
Don't think yourself a censor for
The silly, human flock,
And just remember as you go,
That any fool can knock.

Don't laugh at those who make mistakes
And stumble on the way,
For you are apt to follow them,
And almost any day.
Don't think the others shifting sand
While you are solid rock,
And don't forget, for heaven's sake,
That any fool can knock.

Don't be a puller-down of fame
On other men conferred,
Don't give a parting kick to one
Who fell because he erred.
Don't think that you are perfect and
The only size in stock.
And now, once more, just bear in mind
That any fool can knock.



BACKS NU-BACK IN THE WEST

A comparatively recent and equally pleasant addition to the distributing forces of the Pacific Coast is Harold W. Robson, Western manager for the Nu-Back Manufacturing Co., of St. Louis, Missouri.

With experience in the wholesale features of the trade extending from Canada to the Mexican border and from Denver west to the Islands and the Orient, including the entire chain of Pacific states, Mr. Robson indeed presents goodly qualifications as manufacturer's agent and representative.

He has six years' experience behind him, serving apprenticeship with Lomax & Chapman and with the Marshall Wells Company, and more recently as the manager of a manufacturing agency. Mr. Robson is especially experienced along auto accessory lines and with garage tools. He has offices at present at 602 Williams Bldg., San Francisco, and 692 Harold Avenue, Portland.

The Nu-Back Manufacturing Co. are pioneers in the manufacture of top dressings and enamels used on automobiles. It is the company's policy to eliminate the price cutters and catalog houses and to stick closely to the legitimate jobbers and co-operate with them in every way possible.

An extensive advertising campaign has been planned for the coming year, both for the dealer and the jobber. These enamels are being specified by some of the leading automobile manufacturers. It is the company's intention to make the complete line as well known to the automobile public, as its Leath-R-Nu, one of the leading top dressings recognized by the accessory trade.

IT IS UP TO YOU

You can coax a customer up to a store
With a life-sized ad, but then
You must treat him right, if you would hope to hear
The clink of his money again.

If you treat him yellow, he will not come back
With a lot of yellow gold;
No, he'll blaze a trial to your rival's store,
And leave you out in the cold.

The Paysee Hardware Co., Seattle, Wash., recently suffered damage to aggregate some $7,500 through a bursting water main.

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"There is an OWEN QUALITY TIRE for Every Truck Need"

Owen Solid Truck Tires are known as "Double-Duty" tires because they "cushion" as well as "carry the load." Owen tires are remarkably resilient. They cut the depreciation cost of trucks.

Each one is long lived and cannot open at any splice because there is no splice in Owen Tires.

Owen Truck Tires are made in the Standard, Titan and Titan Grooved type.

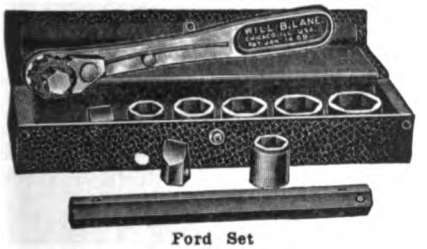
Write for Trade Discounts and Dealer Proposition

The Owen Tire & Rubber Co.
2336 Euclid Ave., Cleveland, O.

109 New Montgomery St.,
San Francisco, California

Lane's "Unique" Ratchet Wrench Sets

FOR MACHINE SHOPS, GARAGES, MOTORISTS AND MECHANICS OF ALL TRADES. ENTIRELY MACHINE MADE

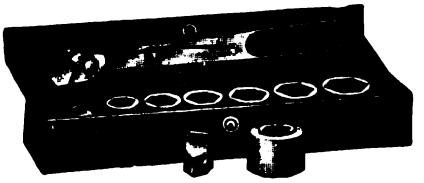


Ford Set
7-inch Handle, 6 Sockets and Extension Bar.

CARRIED BY JOBBERS IN ALL PARTS OF THE WORLD



Super Unique Set
9-inch Handle, 15 Sockets and Extension Bar.



Standard Set
7-inch Handle, 7 Sockets



Off-Set Ratchet Screw Driver
6-inch Handle, 2 Interchangeable Bits.

MANUFACTURED ONLY BY

WILL B. LANE - 180 North Dearborn Street, Chicago

OUR WRENCHES HAVE SOLD FOR 10 YEARS WITHOUT CHANGE OF CONSTRUCTION.

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EDW. L. JOHNSTON



J. F. ROWE

It is unusual to find two such popular representatives holding forth in the same office. If their line of merchandising brought them in touch with the gentler sex, or if they were candidates for office, doubtless it would be nip and tuck between them as to who would win out, especially when you consider the fact that women are generally influenced as to their preference as to "how nice a man looks." Their friends will all bear us out in the statement that when it comes to pulchritude each is entitled to a blue ribbon.

TWO WESTERN REPRESENTATIVES

Edw. L. Johnston and J. F. Rowe are two manufacturers' representatives who know the trade in the West thoroughly through long experience, and who do business together on a most friendly and satisfactory basis.

Their lines are different, but never conflicting, and a pleasant business association has grown up between them to strengthen the work of each.

Mr. Johnston has for twenty years been Pacific Coast representative of the Phoenix Horse Shoe Co., Joliet, Illinois, and Poughkeepsie, New York, and he needs no word of introduction to the Western buyers.

His associate, Mr. Rowe's, principal line is that of the Heller Bros. Co., of Newark, N. J., manufacturers of high grade clay crucible steel and speed tool steel and files.

The mutual office of these men is at 702 Monadnock Bldg., San Francisco, where one or the other aims always to be available.

As a rule, it is good business to show a high-grade article first when something is asked for in general terms. It is poor business to inquire which price or what size. Take it for granted that the customer has a reasonable purchasing power. If he wants less or a smaller size, he will ask for it. Anyway the customer is pleased by the subtle compliment of offering him a large size or a high-grade article in the first place, and many who would be satisfied with the cheaper offering, will quite as readily take that which represents more money.

Money may not talk, but it cheers a man up wonderfully.

$300,000.00 LOSS IN WHITON FIRE

The Whiton Hardware Co., of Seattle, was all but gutted by fire on the 12th of last month when the Shorey Building, five stories of which it occupied as part of its warehouse facilities, was practically a total loss.

The fire originated in the basement of the building, and before it was under control five firemen had been injured and there was fire and water damage in five adjacent buildings.

The total loss in the fire was estimated at $300,000. It is said that 90% of the loss was covered by insurance.

The Whiton Hardware Co. was established in 1888, and has grown to be one of the most powerful jobbing institutions of the Northwest. John F. Welborn is its president, Wilbert N. Campbell, vice-president; F. F. Larson, secretary, and F. F. Hawks, treasurer.

Pick your prospects. Don't spend a dollar's worth of time getting half a dollar's worth of business.

Because somebody else says "It can't be done," doesn't settle the matter. The chances are somebody else is doing it this minute. Go after it yourself and you will do it better yet. Let every day be the "best yet" in some way. Make a record and never lower it.

To keep close tab upon the business, means to have a system of records which will make every detail instantly available and keep the facts up-to-date. Such a system is not an expense but rather an asset. Such records show the weak spots and the strong ones, and indicate where and how attention must be given.

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5,000,000 Tire Pumps

need new Hose right now

THE ROSE TIRE PUMP HOSE

Fits nearly all hand tire pumps made and comes complete with connection and hose bands ready to attach.

ROSE TIRE PUMP HOSE is the strongest hose money will buy — 5-ply fabric with an inner wall of pure rubber.

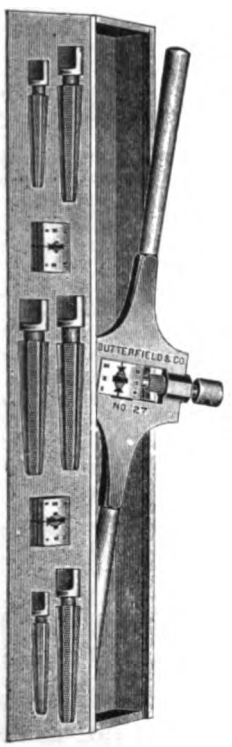
List Price, 75c

MANUFACTURED AND GUARANTEED BY



J. H. HANEY & CO.

HASTINGS, NEBR.



You Should Always

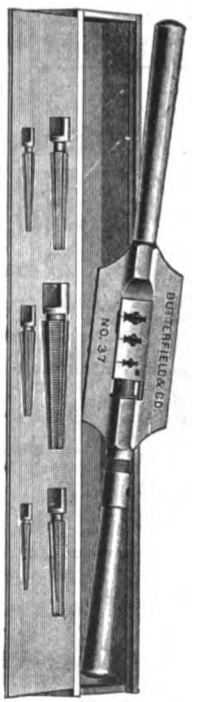
carry a stock of the old style

"BLACKSMITH STOCK AND DIES"

Especially designed for re-tapping and re-threading old rusty nuts and bolts, such as are found lying around every farm and blacksmith shop, but of course will also do splendid work on new ones.

Cost only one-third (33 1-3%) as much as any screw plate, and for many uses are superior.

No farm can afford to be without one or more assortments.



BUTTERFIELD & CO., Inc.

DERBY LINE, VT.

CHICAGO STORE, 11 South Clinton Street

PACIFIC COAST REPRESENTATIVE,
V. S. Walsh, 560 Mission St., San Francisco, Cal.

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Service—

that is what the user requires of an ignition battery — not only long service but the **right** kind of service. High amperage is an important item of service — so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York 17 Park Place — Chicago 114 S. Wells St. — St. Louis 1106 Pine St.

604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio; St. Louis, Mo.

MOTOR MERCANTILE COMPANY

Wholesale **Exclusively**

AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

Distributors for

Motul and Cyldene Oils, Gearese and Cupese
Columbia Storage Batteries
Stanley Self-oiling Springs
Johnston Curtain Windows
Kay Bee Spotlites
Fafnir Bearings
Zenith Carburetors
Reliable Jacks
Lenox Hack Saw Blades
"Dri-Kure-Retreder" Vulcanizer
Edison Mazda Lamps
Rives' Pedal Pads
"Genemotor" Ford Starting and Lighting System
Arrow Grip Truck Chains
Aluminite Solder
Gitts Oil Cups
Ford "Ever-Safe" Brake Shoes
Raybestos, Non-burn and Thermoid Brake Linings
Chase Auto Top and Upholstery Materials
"Rio-Nic" Winter Fluid
Vulcanizer Tools, Supplies and Equipment

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City



AUSTRALIAN ATKINS REPRESENTATIVE

James N. Mackin "started succeeding" when he entered the saw business as a young man scarcely out of his "teens." His happy, genial disposition was a valuable asset, and he eventually became an expert salesman. For twenty years he represented a Philadelphia house, during which time he travelled extensively throughout the world.

He acquired experience of great value, and became familiar with business conditions everywhere. But one of the greatest facts that he learned, because it was so repeatedly impressed upon him wherever he journeyed, was the unusual high quality and great popularity of Atkins Silver Steel Saws.

During the war he represented E. C. Atkins & Co., in Washington, D. C., and made hosts of friends both for himself and for the great firm for which he sold. His success here, due to his wonderful business ability coupled with a wealth of energy, vigor and optimism, made him the logical man to care for the rapidly increasing Silver Steel Saw business in the Far East.

Atkins Silver Steel Saws and Tools have enjoyed a steady growth in Australia, amounting to over 50% in the last three years. The Atkins Company very wisely selected Mr. Mackin to represent them there, and he is now superintendent of the entire Australian division.

His headquarters are located at the E. C. Atkins & Co., Branch House, No. 5 Australasia Chambers, Martin Place, Sydney, N. S. W., Australia. His thorough knowledge of every detail concerning saws, as well as his wide experience in selling, and his pleasing personality make him a man well liked by every Australasian distributer and millman who is in the least acquainted with Atkins service.

OPENS DETROIT OFFICE

In order to better serve it's customers, the Goulds Manufacturing Company, of Seneca Falls, manufacturers of pumps for every service, will open on September 1 a district sales office in Detroit, Michigan. This office will be located in the Dime Bank building, and will be in charge of Mr. E. B. Gould, who has recently returned after eighteen months' service in France.

The Drew Carriage Co., of Ontario, Cal., has opened a branch house in Riverside, Cal.

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WINNING ITS OWN WAY
Quality :: Uniformity :: Price



BUFFALO WEAVING & BELTING CO., Buffalo, New York

WESTERN DISTRIBUTORS

Waterhouse & Lester.....
.....Los Angeles, San Francisco, Portland
Lichtenberger-Ferguson Co.....Los Angeles
Hoffman Hardware Co.....Los Angeles
Weinstock-Nichols Co.....San Francisco, Los Angeles
Baker-Hamilton, Pacific Co.....San Francisco
Marshall-Wells & Co.....Portland

This is the NEW JENSEN

$5.50

THE JENSEN TIRE PUMP SHOWING POSITION OF PUMP, OPEN & CLOSED AT BEGINNING AND END OF STROKE. "NOTE THE ONE PIECE DRAWN CYLINDER".



The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It is strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump. Fitted with a 1-piece drawn cylinder which makes it absolutely air-tight and increases the efficiency of the appliance.

Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Ill.

MOSSBERG
ALL STEEL WRENCHES AND TOOLS

Mossberg Socket Wrench Set No. 14 is the "complete-est" socket set made, and contains an assortment of tools to fit every job.

No. 4 Garage Set of Open-End Wrenches; one opening of each wrench fitting U. S. standard bolts, and the other opening of the same wrench fitting S. A. E. cap screws of the same dimension.

Illustrated also is the Mossberg K-9 Adjustable Wrench.

Send for complete 1919 catalog and price list.









FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO, MASS. U.S.A.

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GET ACQUAINTED WITH

LONG HENRY

Designed to give the Ford car the most durable and efficient Spark Plug that money can buy.

Long Shell; Extra heavy Insulator and Electrode.

Long Hex; Any wrench fits it.

Long Base; Puts the spark down into the heart of the gas.



"The Spark Plug that Brings Repeat Orders"

AUBURN IGNITION MFG. CO.
AUBURN, N. Y.

Western Representatives
MITCHELL MFG. CO.,
San Francisco, Cal.

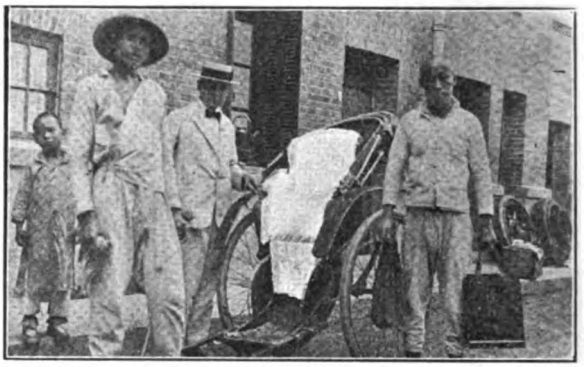


DIXON'S SOLID BELT DRESSING

The most successful belt dressing on the market. It contains no harmful ingredients. Does not deteriorate and may be used for all kinds of belting.

Dixon's Solid Belt Dressing will add one more good seller to your stock. It repeats. Write now for prices and Booklet No. 230-O.

Made in JERSEY CITY, N. J., by the
JOSEPH DIXON CRUCIBLE COMPANY
Established 1827



A HARDWARE AMBASSADOR EXTRAORDINARY

We present herewith reproduction of a photograph of Earl R. Morgan as he sets out to make his morning calls in behalf of Baker, Hamilton & Pacific Co. in the Far East.

His able secretary is seen carrying his catalog, and at his left appears the dauntless chauffeur, who will guide him through the traffic for the day.

Mr. Morgan spends all his time in China and Japan for Baker, Hamilton & Pacific Co. and the company is also represented directly in the Philippines and Hawaiian Islands.

The item of foreign trade across the Pacific is one of increasing importance with the large western jobbers, and we have no doubt that within a few years Ambassador Morgan will have many under secretaries and consular agents to assist him.

F. E. MYERS & BROS. HAVE ANNUAL SALES CONVENTION

This is an event that is always looked forward to by F. E. Myers & Bro. and their co-workers.

Here their co-workers gather in order to keep informed with reference to the improvement and developments that have been made during the year, as well as to obtain fresh inspiration and enthusiam for the work of the ensuing year.

This convention seemed to excel all previous ones, although at the time it seemed difficult to understand how this could be.

Matters of special interest to the salesmen were explained by the members of the company and heads of departments.

F. E. Harris, one of the pioneer representatives of F. E. Myers & Bros. explained the various talking points and sales arguments of their line.

"Factory Reproduction" was discussed by P. A. Myers; "Shop Practice," by Guy C. Myers; "Purchases," by E. A. McDowell; "Labor," by A. N. Myers; "Advertising and Exporting," John C. Myers; "Handling Territory and Salesmen," G. D. Myers and Fred Walters, "Credits," F. B. Kellogg; "Freight and Shipping," F. W. Ganyard and E. J. Spreng.

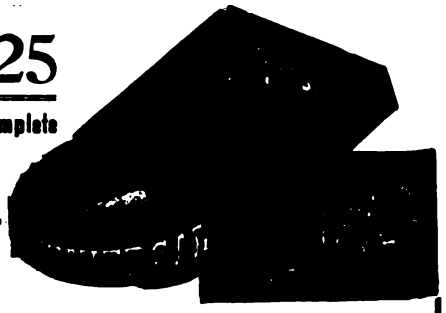
Their salesmen from all sections of the country gathered, and an interesting week was spent.

J. C. and George Gillis have purchased the interest of W. B. Harris in the Sumas Hardware & Implement Company, at Sumas, Wash., and are adding to the stock.

L. G. Shanklin, of Gallup, N. M., has recently moved into a new building to give him the facilities for carrying an increased stock. They have had a good season's business, and report a splendid trade outlook.

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$1.25 Complete



UNIVERSAL

Transmission Lining

The finest cotton lining. Stands perfectly the severest tests. Works noiselessly and efficiently—acts smoothly and evenly. Outwears ordinary lining two to one—or better.

Dependable durability, due to the special exclusive treatment it receives, making it incapable of absorbing oil, water or gasoline.

Ford Sets in Handy Cartons

Don't stock slow-moving sales resisters; these Universal Sets are sales insisters.

Just what the Ford owner needs put up the way he wants.

Everything for the job in one handy, convenient, attractive carton. Contain the three proper lengths for Ford transmission bands and all rivets required.

Write at once for Quantity Prices on these Universal Sets. Also on transmission lining and the celebrated S-M-C Brake Lining in rolls.

STAYBESTOS MFG. CO.
The Modern Factory
5547 LENA ST., PHILADELPHIA, PA.

WALDEN WORCESTER WRENCHES

FOR EVERY
MOTOR NECESSITY

SEND FOR CATALOG NO. 250

WALDEN-WORCESTER, Inc.
Worcester, Mass.

DURO-LAC
POLISHER AND CLEANER
For Autos and for Furniture

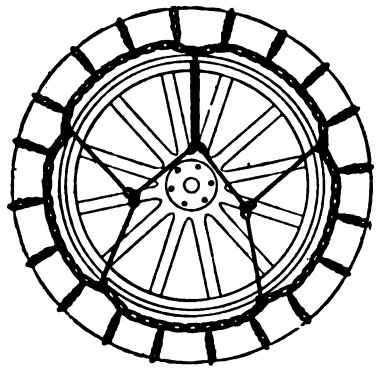
Removes— Tar, Grease, Grime, Oil, Dust and Scum. Saves Time and Labor A Neat, Clean Job in a few Minutes.



Dealers— Duro-Lac is actually selling itself. Get in touch with your Jobber, or let us send you a sample and tell you all about it.

DURO-LAC MEANS MORE AND SATISFIED CUSTOMERS

International Sales Co.
LOS ANGELES, CAL.
Manufacturers.



The Fastest Selling All-Year Accessory a Dealer Can Handle

Small investment — Good profit — Takes up little room —Every motorist needs them — And has no excuse for being without them at this price.

MERCHANT'S ANTI-SKID CHAIN TIGHTENER
$1.00 A PAIR

If dealer does not handle, sold direct prepaid on receipt of price

Simple and easy to attach. You can slip it on a customer's car in about one minute, and it means a sale every time.

By a scientific arrangement of the steel rods we are able to equalize the work of ONE SPRING and give an equal tension at all points of contact with the chain, making this article FOOL PROOF, as it will allow the chain to CREEP as it should on any make of tire, at the same time take up the slack as the chain wears or the cross chains break, as it is adjustable.

JOBBERS AND DEALERS:—Write at once for full particulars and generous terms, for now is the time to sell these things.

M. H. MERCHANT CORPORATION
236-238 Emma Street, Syracuse, N. Y.

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GREB RIM TOOL

BEACH PAT. PEND.



GREB

"Wallop" your rim with a hammer to force it in or out of place and you are bound to have greater trouble next time.

DO THE SENSIBLE THING

Provide yourself with the best rim tool on the market and save time, trouble and rims. With the

GREB RIM TOOL

You can quickly expand or contract any make of cross-split demountable rim—the Greb is universal and takes them all. Just the tool for Kelsey Rims.

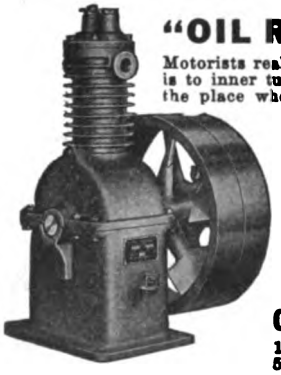
TEN DAYS' TRIAL—If your dealer or jobber does not have them, we will send you one. Try it for ten days. If not satisfactory, return it to us and we will refund your money. When ordering state model of car.

JOBBERS AND DEALERS: Get our Proposition.

Other Greb Products

Greb Automatic Grip Pullers (wheel and gear).
Greb Arbor Press Base and Bench Plate.
Greb Tire Remover and Replacer (for Firestone Rims).
Greb Rim Remover and Replacer (from all wheels).
Greb Auto Lock. Greb Tire Spreader.
Grebford Lock No. 1. Grebford Extensions.
Greblox Solder Cement.

THE GREB COMPANY, 234 State St., Boston.



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

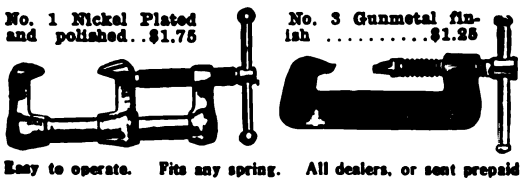
Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished..$1.75

No. 3 Gunmetal finish $1.25



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.



The George H. Minier Hardware Co., Augusta, Ill., believing that every business man should take a part in anything that will promote the welfare of the community, prepared an attractive display at a local celebration, of which we are showing a snapshot.

This was a Ford all dressed up, at the rear of which was a Dexter Power Washer. The Sharples Cream Separator was also featured, and around the edge hanging on hooks were pans, pails, etc., showing a number of their lines to great advantage.

Aside from contributing to community enterprise they thought it was excellent advertising.

Mr. Minier adds that since he has been a subscriber to the HARDWARE WORLD he regards it as the best help that a retail merchant could have.

FROM THE NEW DICTIONARY

Ambition—A soul aspiration that lures men on from success to failure.

Easy Street—A popular residential thoroughfare where nobody lives.

Fame—A species of notoriety through which sundry mortals attain a temporary immortality and get their names into current editions of the newspapers.

Fashion—A device of foreign dressmakers and tailors to make sane persons appear ridiculous at great expense to themselves.

Love—A sentiment which the statesman has for power, the painter for art, the maid for a man, some men for their wives, and all men for money.

Money—A medium of exchange, in the use of which one man gets the worst of it; also, a fuel much affected by cold propositions in search of a hot time.

Mortgage—A new style of roof for financially shaky individuals with a penchant for motoring. Proof against an immediate rainy day, but powerless against falling due.

Obituary—A verbal post-mortem mantle that covereth a multiude of sins.

Promissory Note — A device made up of three factors—paper, ink and time—designed to avert trouble by adding to it.

Politics—A pursuit designed by public servants to get by unfair means what could be

Society—A combination of several groups more easily acquired by honest ones.

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"Grasp Time by the Forelock"

The successful merchant is he who runs his business rather than allows his business to run him. And your business will surely run you unless you look ahead and buy for tomorrow's selling as well as today's.

Clover Lawn Mower Sharpening Compound

made a big hit last summer. Our National Advertising introduced it all over the country. Hundreds of boys in every state are members of Mike Clover's Klean Kut Klub and we taught them to earn many dollars last summer sharpening lawn mowers with Clover.

Clover Will Be a Tremendous Success

next spring and summer. Our National Advertising will be running as early as January. It will appeal to the general public through the big weekly and monthly publications and will enlist an army of boys through large space in boys' papers.



The WHY of Clover

Clover has unqualifiedly demonstrated that it is possible to sharpen a lawn mower for 5c, to do the job easily and quickly, and far better than it can be done by grinding, which costs $1 to $2. That's WHY Clover is going to be THE biggest hardware specialty in 1920, and, friends, that's a mighty good reason.

Now, Get Busy Yourself!

Send for samples. Send for a supply of envelope circulars for your spring drive. Send for cuts for your newspaper advertising and for use in your store paper and catalog. Get set and ready for the big business our National Advertising is sure to bring you.

JOBBERS, READ THIS

Attractive Cuts and Convincing Reading Matter for YOUR CATALOG

We will supply you with a set of cuts showing how Clover is used, also with a cut of the can of Clover shown above. With these cuts, we will send you copy that is fully descriptive and of demonstrated pulling power.

ACT AT ONCE! BE PREPARED!

Write at once for these cuts and samples of Clover. Convince yourself of Clover's great merit. Then LIST IT IN YOUR CATALOG.

Clover is packed in a lock-cornered wooden box, one dozen cans to the box. Full illustrated directions attached to each can. Sales helps and a colored counter display are included in every box.

Clover Manufacturing Company

70 Main Street, Norwalk, Conn.

SAN FRANCISCO BRANCH, 553 HOWARD ST.

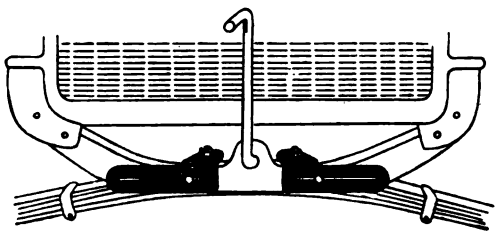
Makers of the Famous Clover Grinding and Lapping Compounds—Nationally Advertised—Internationally Known—The Acknowledged Leader—3,000,000 Cans Sold in 1918.

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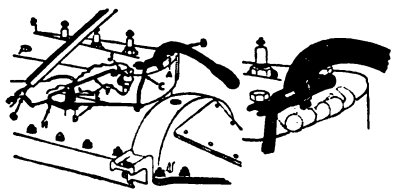
DEALERS

Do you know that you can make from 30 to 54% on the LEMCO Products? Do you know it **does not** require the help of a machinst to install any of the LEMCO auto accessories? When ordering specify LEMCO

Special—We have for immediate delivery 1/8x1x1 **one-piece** Angle Iron Ford Radius Rod Supports. You can save 25% by specifying LEMCO



6 pr. on Counter Display Card or 1 to a Carton, No. 2-H Ford Number Bracket. Retail 25c.



Made from High Grade Draw Steel, **No Cast Parts**, improved type—can install in ten minutes.
No. 1-0 Ford Foot Accelerator. Retail $1.25.

MANUFACTURED BY

Lemco Mfg. Co.
LOS ANGELES, CAL.

1042 South Olive Street, Los Angeles, Cal.



Don't Worry - this will fit

Can be adjusted to any width. Every dealer should stock these. No. 1-J Valve Grinding Tool. Retail $1.00.

WANTED

Manufacturer specializing for a period of over four years in making Ford size automobile casings, catering exclusively to the legitimate Jobbing Trade, will consider applications from salesmen only of the highest grade for exclusive representation throughout the Middle and Southwestern territory, with headquarters either in St. Louis or Kansas City. This is one of the most attractive and profitable propositions to the jobber handling automobile tires. In answering please state experience and any details as to the acquaintance you may have among the trade referred to. None but the highest grade connection will be considered, with the assurance that the best of salary, expenses and commission will be paid. Give references. All applications will be treated strictly confidentially.

Address RUBBER, care Hardware World

Suite 1220 Boatmen's Bank Bldg., St. Louis, Mo.

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The Central Stamping Company, of New York, are preparing their stocks of enameled roasters and enameled fruit kettles in anticipation of increased sales the coming Fall and Winter. These goods are staple and well known on the Pacific Coast.

The Wapato Trading Co., Wapato, Wash., are planning to erect a new building, 80x120 feet, which will give them the necessary facilities for increasing their stock of hardware, implements, general merchandise, etc.



LETHERMET NAILS

UPHOLSTERING NAILS

in a wide range of sizes and styles, and made to match any shade of upholstering or leather in plain or Spanish effects.



Complete Line With Prices Shown in Catalog. Write For It.

THE BREWER-TITCHENER CORP.
CORTLAND, NEW YORK



THE LEE BROOM

is known and sold nationally. Many styles for various sweeping purposes. A good profit can be made on a small investment.

Write for interesting details about the new style

2 BROOMS IN 1

Lee Broom & Duster Co., Lincoln, Nebr.
(50 years making better brooms)

Here's the Way to Real Profits with the

EWALD
Tire Retreader Outfit

TAKE ADVANTAGE OF THIS BIG FREE OFFER TO HARDWARE SHOPS

WE GIVE YOU FREE OF CHARGE with each machine an assortment of 1000 Ewald Special Staples. Our extremely low list price of $20 is subject to an attractive trade discount, which together with the **free outfit** will repair more than enough tires to pay for it all.

Just think—5 hours of work, stapling 5 casings at $3.00 each and this outfit costs you nothing.



Get It Now and Begin to Make Real Money

Write us today and start the ball rolling towards big profits. Some dealers and garagemen are making as much as $30 a day with the Ewald. Act Now—Every day you delay means money out of your pocket.

Manufacturers
ROMORT MFG. CO.,
Oakfield, Wis.

Sales Dept.,
THE ZINKE CO.,
1326 Michigan Ave.,
Chicago, Ill.

HERE IS MORE THAT YOU GET ABSOLUTELY FREE!!

1 Full Sheet of Directions
1 Can of Mica Tire Powder.
1 Tracing Wheel
1 Notched Knife
1 Tire Spreader
1 Cement Brush
18 ft. Reliner Strip
1 Can Cement.

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SOME ADVICE FOR TIRE USERS

Here are suggestions for increasing tire mileage:

Don't overload your tires. A tire will "give out" sooner from overload than from almost any other cause.

Don't under inflate. Under inflation and overloading account for fully 90 per cent of all tire trouble.

Don't neglect small cuts. These will often extend farther than you think. Dirt and water get in, the fabric rots and a blowout follows. Look over your tires from time to time and repair small cuts.

Don't run in ruts, car tracks or against curbing. The side walls of a tire are much thinner than the tread and will not stand this kind of usage.

Don't start or stop suddenly or skid around corners. The strain thus set up in your tires is terrific.

Don't run on a flat tire. Better run on the rim if only for a short distance.

Don't let oil, grease or gasoline remain on your tires. They all destroy rubber. Wash only with pure cold water and a little soap.

Don't keep a spare tire out of use too long. Change over occasionally. A tire lasts better in use than exposed to the sun and rain on the running board, or suspended at the rear.

Don't let your rims get rusty. Common stove polish will keep them in good condition.

Don't let the weight rest on a deflated tire. Jack up the wheel or remove the tire.

Don't let your axles or rims become bent. If your wheel doesn't turn free and true, your tires will suffer. If your wheels are not in line—remedy the trouble—you are dragging your tires. They will show a rapid and one-sided wear not generally understood by motorists, and usually blamed on the tire.

When you engage a clerk, talk everything over with him fully and frankly that appertains to your store policy and your stock. Nothing short of that is fair to him or yourself. It's a "preventer" of misunderstanding and ill will.

WALDEN-WORCESTER'S $250,000 ADDITION

Construction began the first of last month on the $250,000 factory addition to the plant of Walden-Worcester, Inc., manufacturers of wire handle socket wrenches at Worcester, Mass. It is anticipated that the company will move into this new four-story, reinforced concrete building in four months' time, at which time the 250 employes will be able to handle commodiously the rapidly growing wrench business.

Sixty feet wide and 333 feet deep, the new quarters will be exemplary for its modern daylight steel sash construction. On the top floor will be the offices of the company, service rooms for the employes, including a hospital, and some general warehouse space.

The other three floors will be devoted to manufacturing purposes, with the exception of the shipping arrangements on the first floor.

The Walden-Worcester business is the personal creation of Warren S. Bellows, general manager of the concern, who acquired some of the basic patents on the manufacture of wire handle socket wrenches, and a shop employing six men in 1907. The business has grown under his direction until it now employs 160 hands, and 100 more will be accommodated in the new building.

The company has a country wide market, supplied through sales agencies in New York, Chicago and San Francisco, and is now reaching out for an export market.

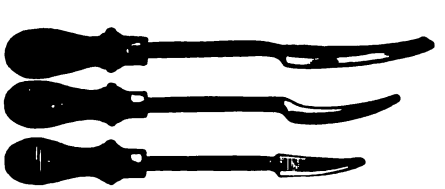
Walden-Worcester, Inc., hold a practical monopoly in the manufacture of wire handle socket wrenches through its control of the patents necessary for their manufacture, and the prestige which it has built up during the thirteen years since the production commenced.

We cannot live to ourselves any more, for what our neighbors think and do affects us and our business. The only way to be sure of happiness, is to think service, plan service and perform service.

"Count that day lost whose low descending sun
Views from thy hand no worthy action done."

To dispose of a piece of goods or a service which is bound to be disappointing, is not always good policy. The man who rubbed his hands gleefully because he had sold a shop-worn article and made a good profit on it, received his money all right, but in the end he lost a customer, who in turn influenced others to trade elsewhere.

MOUND TOOLS
FOR THE AUTOMOBILE
STANDARD FOR 20 YEARS



Bearing Scrapers
Carbon Scrapers
Chisel Sets
Pry Bars
Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

Send for Catalog

Pacific Coast Representative
Omer Cox, 525 Market Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

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CHARLES F. U. KELLY, Inc.
SALES DEPARTMENT
1834 BROADWAY
NEW YORK

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Keeping Paint and Varnish Before the Public

MANY dealers to whom paint is only one department of a big business are apt to push the paint stock out of sight when the winter months approach.

The result of this policy is that painting is allowed to drop out of the customer's mind, and when the dealer starts his next paint campaign he has to start all over again.

No matter how many other lines a merchant handles, he should endeavor to make paint an all-the-year-round line.

The great difficulty is most merchants do not fully realize the possibilities of the winter indoor months. Throughout the rest of the year, from March to October, they count on something doing, but when November comes the slogan is: "Push that stuff out of sight and make room for something we can sell."

That may be right to some extent, so far as some exterior paint is concerned; but aren't there other things in the paint department that will bridge the winter gap?

Of course there are. Wide-awake dealers have been proving that for years. The introduction of many excellent specialties has widened the scope of the paint department and brought forth many new possibilities.

"I keep sales going in my paint department from January 1 to January 1," a hardware dealer told me. "I keep the department prominent the year 'round, and put in a paint display at least every month. And I talk paint right along, and my salesmen are told to talk paint. We're working for paint sales every business day of the year."

With this dealer, the season for outdoor paints ends the latter part of October. Immediately the interior goods are brought to the front. "Paint up your home for holiday visitors," is one of the slogans used at this season. Circular letters sent out in November urge home decoration or re-decoration before Christmas. Customers are urged to have the work done early, before the rush of the last two weeks immediately preceding Christmas.

Simultaneously, demonstrations are held; not a single demonstration, but a series. Indeed, the first demonstration of interior stuff is given in this merchant's booth at the fall fair in early October. That reaches the country people, as well as the town prospects.

After the Holidays

Immediately after Christmas, the advertising campaign takes a new tack. A circular is sent out to the women of the district, giving suggestions along the line of interior decoration. Floor stains and finishes, wall paints, furniture polishes, radiator paints are quoted.

Another winter circular tackles the problem from the viewpoint of the small householder. "Turn your long winter evenings into money," is the advice the dealer gives. "You can add hundreds of dollars to the value of your house and do the work this winter, yourself, in your spare time." This appeals to certain classes very strongly and helps swell the winter's business in this dealer's paint department.

The demonstration is a big factor in boosting this class of business. A demonstrator in the window will attract a lot of attention. If you are putting on a demonstration, it will often pay to send out nicely printed invitations to selected customers. In my own experience I find women particularly are interested in this form of advertising.

One dealer got good results by telephoning individual prospects who could be reached in this way. Of course, tact must be used in this connection.

A Way to Get Trade

One dealer uses the rural telephone to talk up implement paint with farmer customers. He knows most of his clientele personally, and can consequently approach them the more easily. There are lots of good arguments to use. "If you were to have a sale, your implements would sell better."

Some paint dealers have done well through canvassing business of this sort among farmers, but in a great many communities the opportunity is still waiting.

These are just a few of the lines on which the dealer can work in his efforts to stir up winter trade and to make paint an all-the-year-round line. He must not expect every prospect to respond. But the sales he does make are sales that will not be made if he treats the paint department as a negligible factor in the winter months, and pushes his paint stock out of sight of the public and out of the customer's mind.

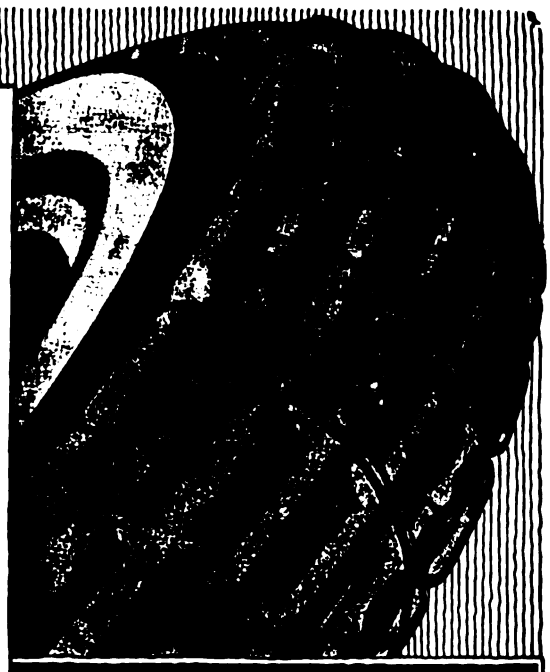
Of Great Value

The indirect value of featuring the paint department every month of the year is obvious. Pushing specialties in winter provides a link between fall and spring campaigns. You go on circularizing your prospects just the same; with the result that when it comes time for you to once more urge exterior painting the prospect regards you, not as a new acquaintance or as a stranger, but as an old friend. The winter sales you make help you to the bigger sales you want to make when the big drive comes.

Plan your get ready for the indoor months' advertising and selling campaigns right now—then work the campaign to the limit. The results will prove the wisdom of pushing paint and varnish the year 'round.

He didn't know it couldn't be done, so he went and did it.

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read what hardware men say about Diamonds

Diamond Adjustments
Fabrics—6,000 Miles
Cords—8,000 Miles

Mr. J. E. Malone, of the Monroe Hardware & Auto Supply Company, of Spokane, Washington, writes:

"Diamond Tires have now had our good will for over two years, and since we began selling them we have had no other tire in our store that has given the excellent satisfaction to our customers and ourselves as this wonderful tire.

"The adjustments have been few, but when a tire was due for an adjustment we found the Diamond people only too willing to do the square thing."

Mr. Floyd Dement, of the Bend Hardware Co., of Bend, Oregon, is more than glad to recommend the Diamond line to anyone considering a dealer or distributors proposition. He says in part:

"During our ten years experience we have had many makes of tires, much grief, and in the end have accumulated some practical knowledge of the business of selling tires. We are now satisfied to remain Diamond distributors."

Down in Fort Smith, Arkansas, the Atkinson-Williams Hardware Co. is meeting with great Diamond success. Mr. T. C. Gray, sales manager, says:

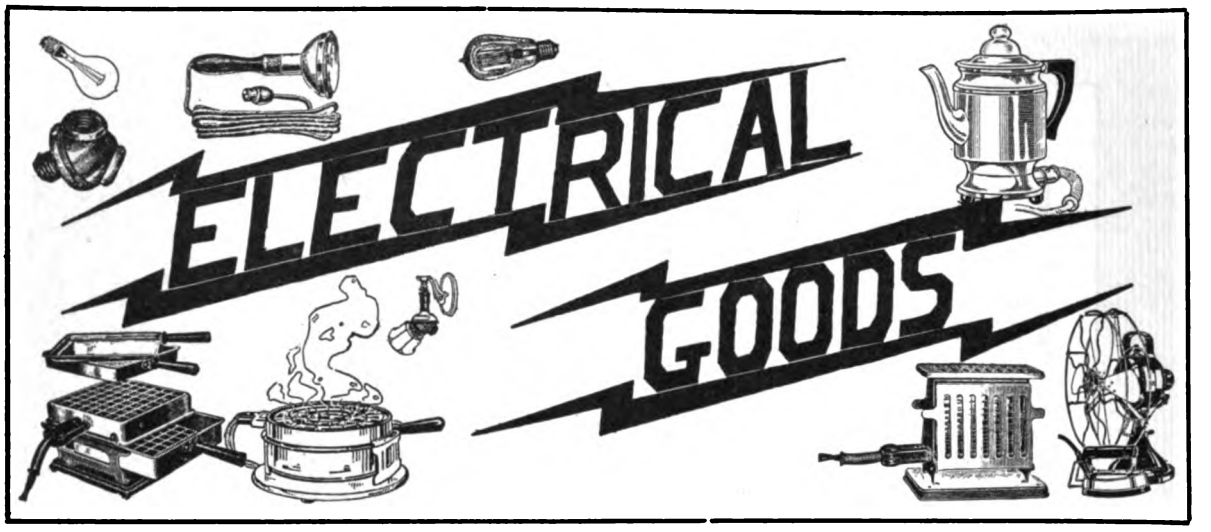
"We have had very little complaints from our customers concerning the guarantee or adjustments, which are made by you. We feel that when we sell our Diamond casings to our trade that we are giving them the best that money can buy, and we are glad to say that we have a line of satisfied customers on this line of goods."

These are only samples of letters which come to us. If you are interested in the Diamond proposition, write to any distributor or dealer handling Diamond Tires and he will tell you the same story.

THE DIAMOND RUBBER COMPANY, Inc., AKRON, OHIO
401 Mission Street, San Francisco

Diamond
SQUEEGEE TREAD TIRES

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Turning "Juice" Into "The Cream"

EVERY wise dealer knows that the cream of his profits is richest on his specialties. Competition is keen on regular lines in any business. No dealer can charge very much more for nails than any other dealer, and no dealer can go very far above a standard profit, which is a small one, on his line of tools, or on any of the other regular lines which he carries.

It is on specialties that profits lie. The enterprising dealer will look about him to see what attractive lines may be stocked which will move fast, be ready business bringers and not occupy a great deal of space in the store.

Automobile accessories are recognized by the trade as just such a line. Likewise the livest merchants in the hardware business now recognize that Electrical Goods can be made just as profitable, just as attractive an addition to the standard hardware stock.

Little investment is necessary, for most electrical goods sell on consignment and they take little space. Furthermore there is something fascinating to the consumer and to the purchaser in electrical novelties.

A window containing such lines as:
Electric Percolators,
Toasters,
Vacuum Cleaners,
Flat Irons,
Lamp Novelties,
Fans,

The simpler types of fixtures and appliances is sure to attract a crowd and bring quick sales. Moreover, the customer who enters the store can be easily tempted to some electrical novelty by its attractive display.

The dealer who is passing up this chance for easy business is losing a real opportunity. Many merchants feel that unless they get into the electrical contracting business they cannot afford to carry any electrical goods at all. It is here that the commonest mistaken understanding occurs.

The electrical supply business, as far as it applies to contractors, is very closely regulated and controlled, and unless the hardware dealer is in position to come in with both feet he is liable to keen competition as an electrical contractor, doing wiring and furnishing service. Such work is perhaps too far removed from the nature of his business.

Yet by selling the simpler electrical goods and appliances he is bound to increase his sales without any extra effort or business cost.

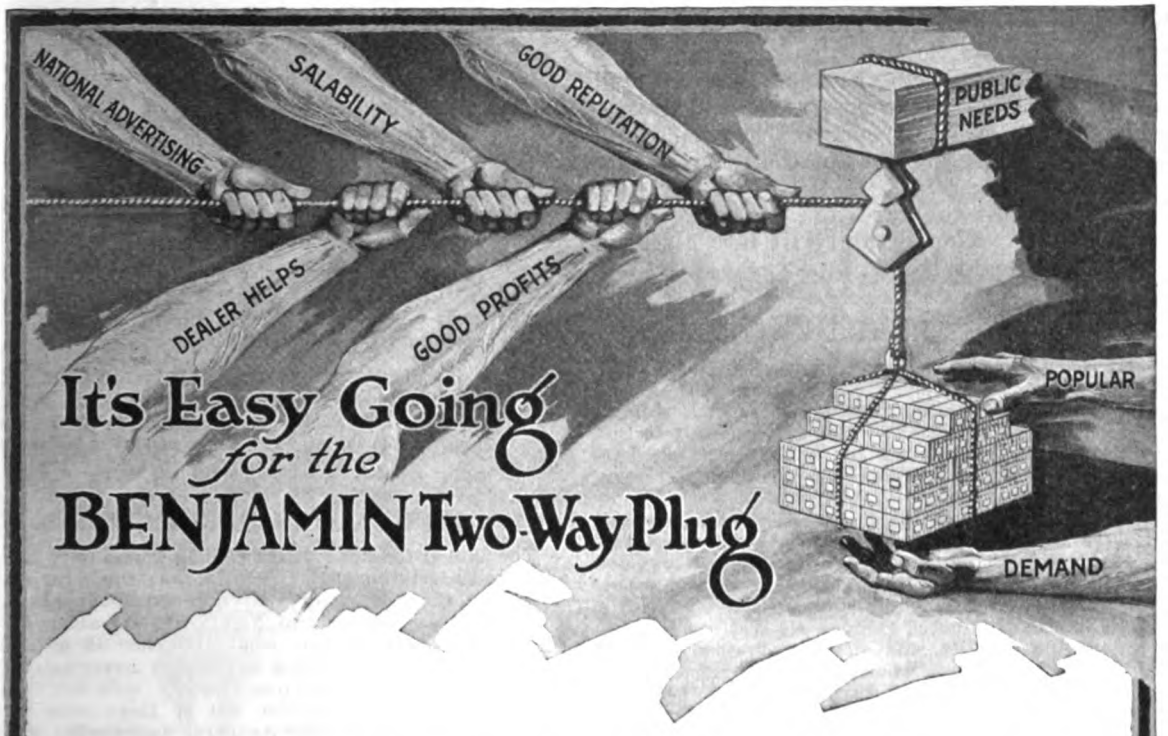
Electrical contractors are not in the retail business as a usual thing, neither by equipment nor temperament. They are accustomed to do business at the plant or home of their customers, and their own place of business is most appropriately a shop on a back street where the shop work is done.

It is difficult to run a retail store in connection with such a business, and when the electrical contractor attempts to establish a retail trade he has his troubles. Therefore it is for the hardware man to take the lines of least resistance, give the electrical contractor his opportunity in installing larger electrical jobs, wiring and the like, and take his share in specialties.

Let him be content to be the retail salesman that he is. Let him push his electrical lines sincerely and with intelligence, buying reliable and standard goods conservatively and with care to meet the demands of his trade, offering prices to interest his trade in new novelties, new fixtures and useful appliances.

With a little emphasis on the electrical counter, the average merchant will be surprised what an easy business he can do, and how fixed

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It's Easy Going for the BENJAMIN Two-Way Plug

BACK of the genuine merit and salability of the No. 92, guaranteed by the good reputation of the Benjamin line, are good profits, quick turn-over, a splendid group of dealer helps and a brilliant advertising campaign in 31 magazines of national circulation—all pulling together, lifting the product into easy reach of a tremendous popular demand.

Dealers who have stocked the No. 92 and used the Benjamin dealer helps are enthusiastic over the magnitude of sales.

The No. 92 is not only a bracket or stem fixture device. It is equally adaptable for increasing the utility of a wall or base receptacle.

Write to Advertising Department, Chicago, for full information and illustrations of the many applications of the No. 92.

All national advertising of Benjamin Two-Way Plugs mentions Benjamin No. 2452 Shade Holder and No. 903 Attachment Plugs. Stock these sales builders also.

BENJAMIN ELECTRIC MFG. CO.

Sales and Distributing Offices:

806 W. Washington Blvd. Chicago | **247 W. 17th St. New York** | **590 Howard Street San Francisco**

BENJAMIN

Makers of Things More Useful

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this business will remain provided, of course, he carries a stock that will back him up.

Consumers are being trained steadily and rapidly into electrical ways by national advertising, by the rising in cost of other fuel and by the mere attractiveness of the goods themselves.

It is thus for the hardware dealer to make this rich field of opportunity fit into his own large field of activity.

LITTLE THINGS MAKE CAR COMPLETE

"It is the little things that make the car complete," says the Standard Equipment Co. in its slogan. Moreover this company goes on to supply these little things, accessories, as we call them, which give comfort to the owner of a car, and profit to the hardware dealers whose enterprise has supplied him with an accessory stock.

Among the items in the Stanwood line, announced elsewhere in these pages, are safety step plates for running boards, hand pads for automobile doors, accellerator foot rests for both toe and heel, and other similar niceties of automobile equipment.

This line is distributed through all Western jobbers of automobile supplies, and may be obtained by any dealer from his nearest wholesale house. The offices of the company are at 307 Plymouth Court, Chicago, whence a catalog will be gladly forwarded upon request.

"MR. STANLEY WORKER" GREETS THE TRADE

In the same manner that "Mr. Stanley Worker" appeared on the cover of the September issue of the HARDWARE WORLD, only grown to a more manly size, he has circulated broadcast among his friends in the trade during the month just passed. Moreover he has gone right into the stores, even taken his turn in the show windows, to shake hands with customers and friends over the counter or through the plate glass.

An energetic, clean-cut salesman, he is bound to stimulate the movement of the Stanley products that he represents. He is especially watching the increasing sales of Ball-Bearing Butts this season. He will be only too glad to call on any western dealer who has not met him.

More familiarly, and in strict confidence, Mr. Stanley Worker is an outline display card published and distributed by the advertising department of the Stanley Works. He stands about 12 inches high, and a hinged cardboard flap enables him to stand right where he will give you and his principals the most material benefit. He is an entirely novel and interesting advertising feature.

The Reliable Hardware Co., Chandler, Ariz., are erecting a new warehouse in order to give them facilities for carrying a larger stock.

Howard Cram & Co. is a new hardware and implement frm at Ellensburg, Wash. The members of the firm were formerly engaged in business at Colfax.

Knott & Thompson Hardware Co., Whitefish, Mont., are remodeling their store to give them facilities for carrying an increased stock. They report a splendid outlook.

300 ONEIDA WAR HEROES HOME

The annual field day of the Oneida Community Ltd., Athletic Association, held recently, was the most successful in the history of that organization. Always a red letter day for Central New York, the affair this year attracted more than usual attention on account of the fact that it included a welcome home celebration for Community employes recently returned from the war. There were about 300 of these men who answered the call of their country, and twelve gave their lives for the cause of liberty.

The welcome home parade was held at 1 P. M. Several hundred automobiles were in line. One car, decorated with flowers and bearing a huge wreath, paid tribute to the memory of the fallen. City and company officials, with heads uncovered, escorted this car throughout the line of march. A dinner was tendered to the soldiers by the Athletic Association on the lawn of the O. C. L. dormitory.

Other events of the day included a swimming meet, baseball, soccer, golf and an exhibition of thrilling air stunts by Lieutenant Stuart J. Davies.

As part of the welcome home program there were speeches by A. M. Kinsley, general manager of the O. C. L.; Secretary of State Francis M. Hugo. Assemblyman Louis M. Martin and Deputy Excise Commissioner Jay Farrier.

In the evening dancing was enjoyed by a large crowd in the O. C. L. A. A. club house, and an outdoor vaudeville entertainment was staged.



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50-watt size only. No tip to break. White bulb, like a china egg. Use in place of 40, 50 and 60-watt ordinary lamps.

A NEW LAMP

That you can sell to almost everybody

A WHITE lamp which cannot break easily because it has no tip and does not dazzle the eyes, because it glows instead of glares.

WHITE Hygrade C-4

tipless GAS FILLED

The bulb is made of white glass, like fine china or porcelain. It is easy on the eyes, yet it gives a strong light.

The WHITE Hygrade C-4 makes possible at low cost soft, artistic lighting effects.

It saves eyesight because it does not strain the eyes—and, because there is plenty of light without dazzle, makes a practical working light for the housewife and for all who do fine work.

Should be used in every fixture where the lamp is exposed to the eye.

Put in a stock at once, push them, give your customers the best light they ever had, and make more profit for yourself

Baker, Hamilton & Pacific Co.
San Francisco, Cal.

Seattle Hardware Co.
Seattle, Wash.

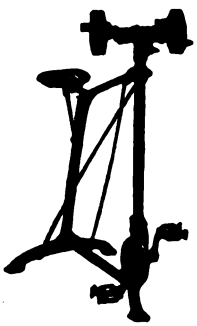
Tritch Hardware Co.
Denver, Colo.



Hygrade window displays and Hygrade newspaper advertisements will help you sell Hygrade Lamps. Write us about them.

Luther Tool Sharpeners are Standard

The Luther Grinder Mfg. Co. are the oldest and largest manufacturers of tool grinders in the world. They offer the trade a line of standard machines suitable for every purpose.



No. 271 Hummer



No. 16 Mechanic Special

WARNING

Luther Grinders only are equipped with

DIMO-GRIT

wheels. They will sharpen the hardest steel with no danger of drawing the temper. Do not accept substitutes.

Farmers, Carpenters and Mechanics all need tool sharpeners. The one suitable for the Farmer will not necessarily do the work proper for a Carpenter or a Mechanic.

Some need large, heavy belt driven machines, while others must have the small hand power tool sharpener to carry around in the tool box.

But whatever the work may be, to be efficient the tools must be sharp.

Luther Tool Sharpeners are made in all sizes and are standard throughout the world with all users of sharp tools.

LUTHER GRINDER MFG. CO. - MILWAUKEE, U. S. A.

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NEW SPORTSMEN'S HEADQUARTERS

A unique institution that will offer a valuable and unusual service of interest to hardware and sporting goods dealers all over the country has been opened on Fifth avenue at Fortieth street, New York City, by the Winchester Repeating Arms Company. It is to be known as "Sportsmen's Headquarters" and is designed to be all that the name implies. It will furnish a national meeting place for all sporting goods and hardware dealers. It will provide a central exchange such as has never existed before, where dealers can discuss mutually trade conditions and problems, exchange ideas and secure information valuable to them in the conduct of their business.

Sportsmen's Headquaters is prepared to furnish information as to the various kinds of fish and game to be found in different localities in which sportsmen may be interested, the best way to reach these places, the best places to find guides, the sporting equipment needed in different localities, the ammunition and tackle best adapted to their purposes, how to secure hunting licenses and the fish and game laws of the various states the sporting seasons in different sections of the country, the character of various hunting and fishing countries and any of the thousand and one questions that may come up to dealer or sportsman.

This new Sportsmen's Headquarters fills a long felt need for a national meeting place for dealers in guns and ammunition, fishing tackle, and general sporting goods. Such facilities for the getting together of dealers offer many mutual advantages. Sportsmen's Headquarters will thus provide a central meeting place of definite value to dealers.

A feature of Sportsmen's Headquarters that will appeal to dealers and which is certain to prove of genuine value to them is that which will seek to place them in touch with visitors to headquarters from their territory who may be interested in sporting equipment. Sportsmen who take a fancy to some particular article on exhibit at headquarters will be supplied with cards by which they can recall the distinctive features of their favorite when purchasing. Dealers will be placed in touch, by means of another card, with the names of those interested from their territories so that they may develop their trade and serve them as occasion offers.

Mr. Thomas A. Davis, who has been connected with the Winchester organization for a great many years and who is widely known among sportsmen throughout the country, will be in charge of Sportsmen's Headquarters.

Mr. J. H. Cameron, representative of the Winchester Company for nearly thirty years, and who was associated with a leading hardware house of Montreal, Canada, prior to coming to the Winchester organization, and Mr. R. H. Boyd, for ten years with one of New York's leading sporting goods houses and an experienced hunter, will be associated with Mr. Davis.

Another feature that will prove of large help to dealers is the complete gun, ammunition and fishing tackle sales and display room where all Winchester products will be on exhibition. All information regarding these products will be readily available.

Sportsmen's Headquarters will be constantly working in the interests of the dealers by making friends of the thousands of sportsmen throughout America, and giving them every piece of information and all assistance possible. Inquiries, whether made personally or in writing, will receive prompt and courteous attention.

Sportsmen's Headquarters cordially invites all dealers in sporting goods and hardware to visit headquarters on their next trip to New York. Write Sportsmen's Headquarters in advance of your visit and they will assist you to make your stay in New York comfortable and pleasant.

Henry Goosen, a dealer at Fairfield, Cal., reports a very satisfactory trade in harvesting machinery.



SILVER DELIVERED BY AIRPLANE

The recent strike which caused a tieup of railroad traffic in New England, was no hindrance to the delivery of a shipment of 1847 Rogers Bros. silverware. From the plant of the International Silver Co., Meriden, Conn., to Newark, N. J., the goods were transported by airplane, and we show herewith a picture of the coming delivery wagon.

This feat opens up great possibilities in the transportation of commodities, whose bulk is not great in proportion to their value. We expect to see the day when the retail hardware merchant will have his hangar at the rear of his store, and the office boy will be rushed to the outskirts of the town with a rush order of garden hose or finishing nails.

For the International Silver Co. shipment Lieutenant Erwin Bullough, a veteran aviator, carried the shipment. A little over two hours were required for the trip, and the silver ware in bags were dropped by means of parachutes in the presence of a throng of spectators, who had been attracted by the news.

The incident is typical of the enterprise of the International Silver Co. and its up-to-date methods in carrying on its great volume of business and meeting new situations as they arrive.

DEALERS' HELPS SELL ELGIN HEATERS

One of the distinctive features of the merchandising policy of the Elgin Stove and Oven Company, of Elgin, Illinois, is its system of dealers' helps and cooperation with the retail merchant.

Excellent literature is available at the offices of the company and through the many jobbers of the line, containing sales arguments, the features of the line in tabular form, and suggested plans for heater campaigns, display arrangements, and advertising boosters for the use of the dealer. These helps are issued in attractive form, liberally illustrated and simply explained.

The Elgin "E" is a smokeless heater of superior design and construction. The superior Miller fount and burner is used exclusively on these heaters, after careful test and investigation. The fount has a rolled edge and is spun and soldered to prevent leakage. The wick and wick carrier are separate, allowing easy adjustment and doubling the life of the wick.

The burner will accommodate any standard wick. The flame spreader and flame extinguisher are separate, making them easy to clean. Altogether the company claims for its product that it combines economy, utility, comfort and beauty.

Full sets of these dealers' helps and full particulars on the line and the dealer proposition which the company makes may be had on application to the company's main office at the factory.

Foin & Son, Fresno, Cal., have moved to a new location, which will give them better facilities for carrying an increased stock.

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Sell the Car Mover That Moves

—that Moves the Cars Easily.

—that Moves off Your Hands Quickly.

NEW BADGER

SLIP PROOF SAFETY SPURS

CAR MOVER

sells on sight—we allow you to sell it on a no-money-in-advance, try-out basis that breeds confidence, gets the order and rarely comes back.

ASK ABOUT OUR SELLING PLAN

—It's framed to sell the Goods for you—to keep you selling more.

Something You Want—Write Today.

ADVANCE CAR MOVER CO.
Appleton, Wis.

A Hardware Line That Pays Good Profits

Hardware dealers will find ALLITH-PROUTY Hardware Fixtures for making convertible hay beds, grain beds, and stock racks a live profit maker.

You simply sell the hardware; the farmer buys the necessary lumber and makes his own combination wagon body—a rack that is unexcelled—a wagon box almost water proof—a body that slips on snug and solid—three bodies in one.

Endorsed by Agricultural Colleges

Remarkable results are secured with old or new lumber. The vital parts of the wagon body are the hardware and you might just as well sell this and satisfy your customer with a perfect convertible wagon that he can use all season. It appeals to the farmer because of its time, money and labor saving features.

Write us for details on this money making proposition.

Allith-Prouty Co. Hardware Manufacturers
Dept. 129
DANVILLE - - - - - ILLINOIS

Door Hangers and Tracks
Fire Door Hardware
Garage Door Hardware

ALWAYS ON THE TRACK — AP — ALLITH-PROUTY COMPANY

Overhead Carriers
Hardware Specialties
Spring Hinges
Rolling Ladders

COOKS THE ENTIRE MEAL

BAKES AND ROASTS BROWN



Ready for Winter Business

How is your stock for the big winter sales season?

Have you some good leaders that will make steady sales right through the holiday season and after that?

And have you learned the latest news about this big, fast-multiplying sales feature—

DUPLEX
FIRELESS STOVE

A big new line of sales helps is going to Duplex Dealers in the next few months.

Store and window display—snappy folders and a host of sales producers.

Added to that is national advertising to hundreds of thousands of women.

Back of it is the best fireless stove ever built—guaranteed in every feature—made by a firm you'll like to do business with—and offering a value that will make you satisfied customers.

If you are not ready for winter—with Duplex Fireless Stoves—better write us and get the Duplex Dealer's proposition—NOW!

DURHAM MFG. CO.
MUNCIE, IND.

NEW YORK OFFICE—108 CHAMBERS ST.
CHICAGO OFFICE—170 WEST RANDOLPH ST.
LOS ANGELES OFFICE—1643 FIFTH AVE.

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INTERNATIONAL MACHINERY EXPOSITION ANNOUNCED

Announcement of the International Machinery Exposition to be held in Grand Central Palace, New York City, has been made by the Merchants' & Manufacturers' Exchange, of New York. This is to be one of the most advanced steps made in the machinery industry since the war ended, and will be a permanent affair.

October 15 is scheduled as the opening date, at which time it is expected that hundreds of machines will be in actual operation on the floor. The exposition will occupy 50,000 square feet of floor space, in the high structure, which is the largest exposition building in the world, and will include a most comprehensive display of modern engines, lath milling machinery, planers, drills, screw cutters, presses, boring, can-making, wood-turning machines, etc.

The Merchants' & Manufacturers' Exchange, which operates Grand Central Palace, is owned and controlled by the Nemours Trading Corporation, of which Alfred I. du Pont is president. It has nineteen branches and 3,000 selling agencies throughout the world, and is one of the most remarkable organizations of the sort in existence. The Merchants' & Manufacturers' Exchange will operate eight permanent industrial expositions in the Palace on the eight upper floors of the twelve-story building. The four lower floors will be used for temporary exhibits, such as the annual automobile show, motor boat, flower show, etc.

Visitors at the International Machinery Exposition will also find the other expositions in this building of considerable interest. Included among them are the International Factory Appliance Exposition, International Mining Machinery Exposition, International Farm Tractor and Implement Exchange and International Exposition of Mining Industries, etc. The advantages of this great world trade clearing house are obvious. Manufacturers will have their exhibits side by side, affording easy comparison. Interchange of ideas and the opportunity to observe what is new and improved in machinery, will be of decided benefit to all who are connected with the industry. Then, too, familiarity with the implements and machinery of one industry so often leads to appreciation of their applicability to another.

Lloyd L. Warfield is manager of the Machinery Exposition and will be assisted by an able staff. Fred W. Payne is general manager of the Merchants' & Manufacturers' Exchange, and has general supervision of all of the expositions. Inquiries should be addressed to Grand Central Palace, New York City.

E. M. Adams is improving the appearance of his store at Kelso, Wash., and reports a good trade and an excellent outlook.



SALES INCREASING RAPIDLY

Henry W. Peabody & Co., New York City, owners of the Domes of Silence patent, have recently reorganized their policy of selling slides.

All other shapes and qualities have been dropped and only the genuine round dome is being manufactured in the highest quality.

To help the retail dealer they have put out a most attractive one-set package, illustrated herewith, and are making it a 10c seller, where it was originally 15c.

An extensive national advertising campaign has been started, so as to acquaint the public with this useful little article, but their names does not appear in the consumer advertising, as they wish to work closely with the jobber.



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One authority on salesmanship said recently that he would want nothing better as a salary than the sales that were lost in just one day in a large department store on account of the lack of service and the lack of salesmanship.

CREDO

I believe in man and his work.

I believe in Faith that inspires man and his work.

I believe in Love, which makes Faith that inspires man and his work.

I believe in comradeship out of which springs Love which makes Faith that inspires man and his work.

I believe Comradeship, Love and Faith leave no place for untruth and deception in man and his work.

YOUR TOWN

Real towns are not made by men afraid
  Lest someone else gets ahead;
When everyone works and nobody shirks
  You can raise a town from the dead.

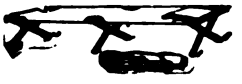
And if while you make your personal stake
  Your neighbor makes one, too,
Your town will be what you want it to be,
  It isn't your town—it's you!

If you want to live in the kind of a town
  Like the kind of a town you like,
You needn't slip your clothes in a grip
  And start on a long, long hike.

You will only find what you left behind,
  For there's nothing that's really new,
It's a knock at yourself when you knock your town,
  It isn't your town, it's you!

—Helen Perkins, in New York Sun.




We make TUCKED PEERLESS TUCKER
COTS AND CAMP FURNITURE, MOPS
Tents, Awnings, Covers, Leggins, Carpenters' Aprons
4 Factories. Write for Prices. Prompt Shipments.
TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.


With the——
Precision Key Machine
Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.
PRECISION MACHINE & TOOL CO., Sales Office, 836 Hamilton Avenue, Allentown, Pa.


Pack's Pineapple Eyesnip
is the superior and best eyesnip on the market. It is a kitchen article that every hardware dealer should handle. It is a big seller. Literature and prices upon request. Sample 25 cents.
Order Now
Christian Schlicker Mfg. Co.
Rochester, N. Y.


BOLLER'S CRANK MOP WRINGERS
Can Be Used Everywhere
Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.
PETER BOLLER MACHINE WORKS,
122-124 N. Curtis St., Chicago, Illinois


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KYANIZE YOUR PAINT SALES

Western hardware dealers who have won their spurs in the paint line, have an opportunity to become exclusive agents in their locality for the widely advertised and demanded line of the Boston Varnish Co.

For in addition to its national advertising campaign, and its direct appeals the company believes that the most attractive dealer proposition it can offer is its exclusive territory policy.

Winthrop Wise, the Kyanize salesman extraordinary, is back on the job, and all the old Kyanize agents know what that means. New Kyanize agents will soon see the results of Winthrop's work in the increased activity of their cash registers.

A postal today will bring full particulars to any Western dealer on the Kyanize exclusive agency proposition, as further explained elsewhere in these pages.

SPECIALIZE ON CANS AND TUBS

Announcement is made elsewhere in this issue of the complete line of the Rochester Can Company, of Rochester, New York.

This concern specializes on the manufacture of pails, cans and tubs, especially in its galvanized line. Extra heavy galvanized sheets are strongly reinforced with wire hoops, steel slats, and shaped iron bands. The bottoms are made to stand the wear and tear of each requirement.

The Rochester Company takes pride in their policy of assuring themselves that every article produced is true to the standard which they themselves would demand. They will be pleased to forward their catalog to every dealer who is interested in a good, strong line.

WELDLESS CHAIN IN NEW CATALOG

The Chain Products Company, of Cleveland, has just issued a new catalog, exceptional in appearance, and giving some very interesting and valuable information about chain and its uses.

It deals very fully with all kinds of weldless chain, and the many purposes for which it may be used are suggested by a succession of artistic drawings.

If you are interested in chain you will certainly want this very unusual catalog, and the Chain Products Company, will be pleased to send it on request to those of our subscribers who are really interested in this subject.

The salesman who talks price is working at a disadvantage, as he is appealing only to the customer's selfishness. The salesman who understands his goods, knows where they come from, who manufactures them, and makes a sale through his knowledge of the goods and the convincing arguments used rather than through a price appeal is on the right track.

A customer must be made to feel at home in a store, as if he were with friends, and not among people who were trying to bunko him. He must be made to feel that the salesman is looking out for his interests in the selection of goods. The matter of faith between the buyer and the seller is getting to be the main thing in the merchandising world.

You can jolly a dollar out of a man with a smile quicker than you can knock a penny out of him with a club.

PASSING OF FRANK McINTIRE

Frank McIntire, president of Harper & McIntire Co., Ottumwa, Ia., died suddenly at his home on the evening of August 30 of apoplexy.

Mr. McIntire was born on a farm near Ottumwa, in 1851, and attended country schools and Iowa State College, at Ames, Ia. After teaching school for several years, in 1880 he started in the hardware business as a clerk for the old firm of Egan, Harper & Co. The name of the firm was soon thereafter changed to Harper, Chambers & Co. and Mr. McIntire acquired an interest. He spent 12 years as a traveling salesman for this firm and entered the office in 1893, when the name of the house was changed to Harper & McIntire Company.

Mr. McIntire was among the oldest of the hardware jobbers and was well and widely known in the trade. He was in excellent health on the day of his death and not only attended to business but played golf as usual at his club.

SEATTLE JOBBER PASSES AWAY

Frank de Witte Black, a large stockholder in the Seattle Hardware Co., and at one time mayor of Seattle, died at his home in that city recently at the age of 65.

For many years Mr. Black was president of the Wallace Lumber Co., and his interest in many business enterprises in the Northwest is an acknowledgement of his business mastery and insight. At the time of his death he headed the Sterling Ship Co.

Unassuming in his manner and considerate of his friends and of whomever he came in contact, Mr. Black was highly respected in his community and by the trade of the Northwest. He is survived by three sons and two brothers. Clarence Black is at present president of the Seattle Hardware Co., and Charles Black is also connected with the same organization.

HOBBS MFG. CO. INCREASES CAPITAL

At a special meeting of the stockholders of the Hobbs Mfg. Company, of Worcester, Massachusetts, manufacturers of paper box machinery, vending machines and an extensive line of lock washers, action was taken accepting the recommendation of the board of directors to increase the capital stock from $300,000 to $700,000.

The company has just awarded a contract to erect an additional building which will be used for the hardening and tempering of steel lock washers under a new process. Work has already begun on this structure and it is expected to be erected shortly.

The Hobbs Mfg. Company is subsidiary to the National Sales Machine Company. Worcester, a $1,500,000 Massachusetts corporation, which was bought by New York capitalists, headed by Charles B. Mansville, Pleasantville, New York.

Among the items in the line of American wire washers produced by the Hobbs Mfg. Company, are brass-copper washers and rings, special steel washers, curtain pull ring and door knob washers, national, plain and positive pattern cotter pins.

L. M. Collins, of Fairfield, Wash., recently moved to Spokane to look after his tractor interests, although he still retains his hardware store at Fairfield, in charge of Charles Zenner.

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WIRE GOODS REPLACING LUMBER

With the rise in the price of lumber and the decline in quality obtainable, more and more dealers and consumers are turning to wire fences and the hardware dealer as their source of supply.

For this reason the announcement of the Rogers Wire Works, Inc., with main offices and works at Belleville, N. J., will be of particular interest to the western trade at this time.

Rogers brand window screen and wire cloth is supplied in black galvanized and copper wire, and those dealers who do not know this brand would do well to compare it with the other standard lines now obtainable in the West.

MERCHANDISE THAT BRINGS ONE TURNOVER AFTER ANOTHER

Twelve turnovers a year on one line of goods is pretty good merchandising, particularly when each one brings a satisfactory profit and leaves a satisfied customer. Not only leaves the customer satisfied, but makes her repeat the order month ofter month. Such a ware is Pyrex Transparent Oven Dishes.

When a woman purchases one piece, takes it home and tries it, finds out how attractive it looks on her table, how it shortens time in baking, and how it saves washing extra pots and pans, she invariably comes back and buys another dish and keeps adding to her supply until she has the entire line.

Pyrex has an all-year-'round demand, and lends itself to repeated presentation. It can be sold in departments ranging from the top floor of the house to the basement. In one large Chicago department store it is on display in no less than seven departments. First, naturally the house-furnishing department on the seventh floor, in with other baking wares. Second, in the nickel and electrical ware department, where it is shown in nickelplated mountings. Third, in the glassware department on the sixth floor among other fancy glass serving dishes. Fourth, in the silverware department on the first floor, where it is shown with sterling silver mountings. Fifth, in the expensive cut glassware department, where the engraved and monogramed Pyrex is displayed. Sixth, it is shown at a special gift display table on the main aisle of the first floor, and, seventh, in the basement.

Pyrex appeals to the woman of limited and unlimited income alike—the only difference being the one buys all her Pyrex at once—the other a piece at a time. A recent trade investigation showed that Pyrex had an unexpectedly heavy sale in the foreign East Side of New York in spite of the many lesser priced ovenwares to be found in the small house and hardware furnishing stores.

The fact that any Pyrex dish which is broken by oven heat will be replaced with a new one is a big selling feature, as it gives the purchaser a feeling of added security and confidence not only in the Pyrex, but in your own integrity as a merchant.

Pyrex never chips—crazes nor discolors with use. It is an irresistible attraction to every woman and the hope of every engaged girl at her "kitchen shower."

There is no end to the variety and originality that should be a part of every house-furnishing, dining-room, china or glass display. Show it in a kitchen setting in the oven on a new gas range which you may be pushing—on the shelf of a kitchen cabinet—on the new white-topped kitchen table; show it in silver or nickel mountings on the dining-room table of a dining-room window display. Show it with china set and glassware.

Arrange a new Pyrex display in your window—it can be put into Pyrex display, and, as must naturally follow, there is no end to the profits which come from ever-repeated Pyrex purchases.

WHIP THE CREAM AND LICK THE PROFITS

If you could show the women of your community that you could supply them with an egg beater that would whip cream in thirty seconds, isn't it reasonable to suppose that the claims of its makers, that it sells as fast as it whips would be worked out in experience?

Just try it in your show window and find out, or better still perhaps, a fair demonstrator at a small table near the door would dispose of more of these beaters.

At any rate every dealer who is alive to quick turnovers is sure to be interested in the announcement of the Casey Hudson Co., of Chicago, appearing elsewhere in this issue of the HARDWARE WORLD.

The Dunlap Silver Blade egg beater comes complete with a bowl, and retails for $1.25 in the Western states. The blade is perforated and is attached to the patented bottom of the bowl, so it cannot slip. Its effectiveness results from its action in cutting the cream, rather than beating it.

NOVEL SUGGESTIONS OFFERED IN CONTEST

Robt. H. Ingersoll & Bro., manufacturers of the "watch that made the dollar famous," recently held a contest for the purpose of securing a suggestion for a new use for their luminous product, known as the "Ingersol-lite Locater." A prize of $5.00 was offered for the best use submitted.

Out of over 200 entries, in which the contestants suggested that the "Locater" be used to locate everything from needles to elephants, five good uses were finally culled out and were rewarded.

The winning suggestions were as follows:

Mr. C. F. Jencks, care Schmeltzer Arms Co., Kansas City, Mo., suggested that these luminous discs be used on corks to float for night fishing. Mr. Jencks suggested that many fishermen like to fish at night but they lose many "bites" by not being able to tell when the fish is on the hook. With one of the luminous discs on the cork float the light disappears when the fish bites, thereby giving warning that it is time to "pull in."

Mr. Norman T. Uhl, 1154 Bedford avenue, Brooklyn, N. Y., was the first of many contestants to suggest that the Locaters be used on poison bottles to distinguish them from other bottles in the dark. It is a common occurrence for people to go to a medicine chest in the middle of the night and pick up a bottle of poison instead of a bottle of some innocent concoction and drink it with serious results.

Mr. W. W. Griest, 317 Curtis avenue, Middletown, O., suggested that they be used to show where fire extinguishers and fire alarm boxes were placed. This suggestion was considered to be a very good one because fire alarm boxes and extinguishers are often placed in a dark hall without any distinguishing mark.

In order to easily locate a revolver or shotgun when their use is necessary, as in the case of robbery, Mr. Leslie A. Canno, 4520 Magnolia avenue, Chicago, Ill., suggested the Locaters be put on revolvers.

Of course no contest would be complete unless it was represented by some entry from New York City, and in this contest Mr. L. Shaw, Jr., of the New York Press Club, suggested that Locaters be used on flashlights and lanterns in order to pick them up easily in the dark. This is one case where a light locates a light.

Some of the suggestions made by entrants were amusing and others showed great use of the imagination, but they were impractical.

M. S. Allen & Co., Forest Grove, Ore., are having a new building erected for them to take the place of the one recently lost in a fire.

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Plumbing and Heating

Reducing the Waste

(By Harry Gale Nye)



ABOUT the only way some women think of reducing the waste is to tighten up on the strings of their corset. And yet, with all this talk about the high cost of high living, one real good way to reduce the high cost would be to reduce the high waste. "U. S." not only means "United States," but it also means "Useless Spenders." We not only blow about our money, but we also blow it about. We kick about every price, and pay any price. And we waste more than we use. More goes into our garbage cans than goes into our stomachs; we spend more on the theatre than we do on the church, and are always trying to put up a front, whether we have anything back of it or not. We love to put on the dog, forgetting that a dog of that kind is a dog-gone expensive animal. We try to live as well as the neighbors do, and the neighbors try to live as well as they think we do. We haven't as much money as people think we have, and often we don't have as much money as we spend. A man said to me one time, when a plumber refused him credit, "I don't know what is the matter with the people around here; I make $175 a month, and I spend $250 of it right here in this town."

We ought to reduce some of the waste, and I have thought of a few ways we could. Take clothes, for example: Instead of having one good suit for Sunday and funerals and an ordinary suit for week-days, we most of us don't have even the one good suit. Instead we have about five suits that look as though they ought to be taken out of circulation. We wear them "turn around" until it isn't safe for us to turn around. It may be that many an honest heart beats under a patched pair of pants, but if we had one good suit without the patch probably no one would doubt our honesty. That is one good thing about having money: A man doesn't have to be honest, because people think he is anyway. Most of the men in the world who are good are good principally because they are under suspicion. Marriage doesn't make a man good, but it often keeps him good. If we ably no one would doubt our honesty. That is begins to go as promptly as we do to the garage with a car when it doesn't, it wouldn't cost us so much for our clothes. And shoes: We cast them into the burning fire when all they need is new soles.

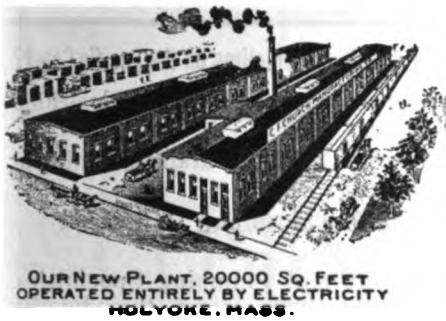
And smoking: What a lot of money we fellows do waste on smoking. You can operate a pipe for a nickel a day, but the overhead of a humidor is something fearful. If our wives blew as much money on chocolates as we do on cigars (and they would if they had it) we would talk to them about extravagance and indigestion and ask them what is the matter with their complexion.

After all, it is the little things that count, as the old maid said when her small brother told her age. It is the dime we save here and there that makes the dollars we have here. I wouldn't want any man to be parsimonious, and I try to treat myself pretty well, and often; but there are a lot of things that we could get along without, and be just as happy without, besides the singing of the girl next door.

But if the little things count, the big things are not to be despised. We Americans are just as good wasters at wholesale as we are at retail. Take strikes, for example. I am just as eager as anybody that every man gets everything that is coming to him. But a strike, at that, is a somewhat expensive amusement. It is like a doctor; it ought to be called in only when it is necessary, for the doctor's bill is likely to be large.

At the present moment there are 250,000 people on strike in the United States, and when I get home tonight and start to looking over the hired girl I expect to find that it is 250,001. That means that the laboring men of the United

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C. F. Church Mfg. Co.

CAPITAL $ 25,000.00

MANUFACTURERS OF
THE FAMOUS WHITE PYRALIN CLOSET SEATS,
TANKS, BATH-ROOM CHAIRS, STOOLS, MIRRORS, FRAMES,
MEDICINE CABINETS, TOWEL BARS, ETC.

THE ORIGINAL AND LARGEST MANUFACTURERS OF THIS LINE IN THE WORLD.

Holyoke, Mass.





HOME OF
SNOW WHITE PYRALIN

White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

The spotless, snow-white appearance of Pyralin products pleases customers, draws trade and holds it.

Satisfaction in a superior product brings the buyer back again and again.

Pyralin products cost no more than the inferior, so insist upon the best—the Church quality. It pays you.

Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.





THESE GOODS CAN BE OBTAINED FROM THE LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM.
If you cannot get them, address for information W. B. GILCHRIST, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.
Pittsburgh, Pa.
38 SOUTH DEARBORN ST., CHICAGO, ILL.
Factory, Oakmont, Pa.

GENUINE

ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

THE ARMSTRONG MFG. CO.
276 Knowlton St.
BRIDGEPORT, CONN.
New York Office: 248 Canal St.

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States (and we all are that, whether we sit at a desk or stand at a bench) are losing $1,000,000 a day in wages. A man ought not to spend a million dollars a day without stopping to consider what he is getting for the money.

These 250,000 people are failing to produce $130,000,000 worth of goods every month that they might be producing. (Counting the hired girl, it is 250,001 people and $130,000,048.) And yet we holler about the high cost of living. Now, if $130,000,000 worth of goods are thrown on the market this next month, it would probably help to put some kind of a dent in the high cost of living. But when the merchant can't get the goods, he can generally get the price. But the fellow who doesn't produce the goods can't get the price to buy them.

It might be a grand idea if we would all agree to go back to work for a month and see how it would work out. You remember about the old lady who couldn't get home because the stick wouldn't beat the dog, and the fire wouldn't burn the stick, and the water wouldn't quench the fire, etc.? But when they did begin to do their duty and to beat and to burn and to quench, etc., the old lady got home in a jiffy; or maybe it was a jitney. Anyway, she got home.

There is a lot of unrest in the country, and it isn't all due to the cooties. That is, that is what people say. But the trouble with the country isn't too much unrest as much as it is too much resting. Let us reduce the waste of resting, and that will take care of the rest.

Just because you have always done a certain thing in a certain way, is no reason why you should continue to the end of time. Precedent is all right if it cannot be improved upon, but if it can, don't stick to old ways. Some men never can bring themselves to the point of making a change until they come to the jumping-off place—then they have to leap in some other direction, whether they will or not!

Every time you prepare a piece of advertising, try to make your arguments stronger and more convincing than ever before. People do not **say** the same things day after day, and they do not want to hear you repeat yourself endlessly either.

Money was made to spend. It is much easier to spend than it is to save. Let the salesman suggest a way to the customer to spend his money and the customer will thank him for it.

Never grumble over failure today, if you personally have failed to do what you should have done yesterday.

Do You Want Live Representatives on the Pacific Coast?

We can actively represent a few desirable manufacturers in

Hardware, Coal, Gas Ranges and Appliances,

Washing Machines and Household Equipment,

Automobile and Plumbing Specialties.

Our representatives cover the Pacific Coast

Address S. H. K. SPECIALTY CO.

1034 Valencia Street - - San Francisco, California

REALLY EARNING MORE THAN YOU GET?

Don't make the mistake of just jumping at the conclusion that you are worth more money than you are—unless you have canvassed the situation thoroughly. Unless you know for a dead certainty what other men are getting for their services or profits and, if so, what they are doing in return. If you can measure up—then you are worth as much, but be satisfied first that you are equipped to give value received. I say, "Be satisfied"!

The man without a fair education in business is at a grave disadvantage. The correct use of English, both in writing and speaking, is a necessity if one is to forge very far ahead. The man who is crude in speech or in deed, is immediately pigeon-holed in that class by the people whom he meets.

It is not necessary that every business man should be a Lord Chesterfield, but there is no excuse for his not appreciating the common refinements and niceties of life. As a business man, he should avoid grating upon the sensibilities of those whose favor he would win.

Every man meets puzzling situations sometimes. The surest way to solve the problems is to look them square in the eye, to concentrate on them, and to seek advice of more experienced individuals until the situation is cleared up. The surest way to encourage the problems to grow big and alarming ones, is to fight shy of them, to go around them, and to try to forget them. A rock underneath the water is more dangerous than one which projects above it.

Some men will starve to death where other men will get rich. The personal equation enters into the maintenance or development of any business. To improve the business, you must improve the man behind it and make a better business man of him.

He who asserts he is just as good as his competitor generally believes he is better.

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FAULTLESS QUALITY
MK
PROMPT SERVICE

M. L. KLINE

Plumbing, Heating, Mill and Steam Supplies

Exclusive Agents for
The William Powell Company
Valves and Specialties

30 Years Wholesaling in Portland

84-86-87-89 FRONT ST.

Garden Hose Valves
OF
Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.



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AMMUNITION FOR THE MAN BEHIND THE COUNTER

From a talk with the manager of a store the other day I gathered the following items concerning what a clerk ought to be.

You can be a clerk all your life, or you can rise to something higher. Your ambitious discontent may be either wholesome or unwholesome; you can tell which it is by whether or not it makes you perform your present duties faithfully.

The way to get a better position is to fill the position you have better than anyone else could fill it.

Be honest yourself, and if you are working with dishonest clerks or a dishonest employer, quit your job.

A clerk's best asset is being wideawake, and that you cannot be unless you get plenty of sleep.

Make your recreation contribute to efficiency in your work.

Watch the clock when you go to work, but not when you quit.

Be neat. Ninety per cent of store customers are women. Please them.

Be polite. Everybody like it. Practice saying "Thank you!"

Keep busy. If you have nothing to do, find something, whether it is for you to do or not. But don't be officious.

Remember your customers' name and faces. Train yourself in this. Keep a little book.

Never argue. Never give advice. Never be flippant or try to be funny. Be pleasant. Don't look glum.

When a customer is dissatisfied, sympathize, don't antagonize.

Don't say "lady" or "mister." Say "madam" or "sir."

Don't talk price; talk quality.

Talk positively, not negatively. Say "What else?" not "Is that all?"

Save something out of every bit of money you get.

Don't gamble. Invest.

Pay cash for everything you buy for your personal use.

Enjoy your friends. Shun what is called society.

Don't keep up relations with anybody who discourages you.

Read. Read systematically. If you are ever going to get on it will be because of what is in your head.

Associate with people who know more than you do, who have better manners than you have and higher ideals.

Be teachable. Be a good listener. Be open-minded.

By practice you can make your voice to have a pleasing quality. This you will find a great asset.

Converse as much as possible with those who use good English. Learn to talk interestingly without the use of slang.

Make your fellow clerks like you by being unfailingly obliging and considerate, but don't become too familiar with them.

Find out and carry out your employer's wishes. Remember instructions exactly as given. Write them down in your memorandum.

Be obedient but not gushing, industrious but not officious, kind but not patronizing, positive but not egotistic, human but not weak.

Which, after all, is good advice for anybody.—Dr. Frank Crane in New York Globe.

THE MEN THAT DON'T FIT IN

There's a race of men that don't fit in,
A race that can't stay still,
So they break the hearts of kith and kin,
And they roam the world at will.
They range the field and they rove the flood,
And they climb the mountain's crest;
Their's is the curse of the gypsy blood,
And they don't know how to rest.

If they just went straight they might go far;
They are strong and brave and true;
But they're always tired of the things that are,
And they want the strange and new.
They say, "Could I find my proper groove,
What a deep mark I would make!"
So they chop and change and each fresh move
Is only a fresh mistake.

And each forgets, as he strips and runs,
With a brilliant, fitful pace,
It's the steady, quiet, plodding ones
Who win in the lifelong race.
And each forgets that his youth has fled,
Forgets that his prime is past,
Till he stands one day with a hope that's dead,
In the glare of the truth at last.

He has failed, he has failed, he has missed his chance,
He has just done things by half,
Life's been a jolly good joke on him,
And now is the time to laugh.
Ha, Ha! He is one of the Legion lost;
He was never meant to win,
He's a rolling stone, and it's bred in the bone,
He's a man who won't fit in.

—Robert W. Service.

Men who are considerate are comfortable to live with, to work with, or to do business with.

We are told that a man ought "Not to think of himself more highly than he ought to think." Would that our present officials acted upon this idea.

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The open base and 2-section construction make the Goulds Fig. 1680 the easiest pump head to connect—no heavy lifting required.

Satisfaction

FARMERS "talk over" purchases with their neighbors. Your customers turn the flow of trade to or from your store. Make them your *satisfied* representatives. Sell them

GOULDS PUMPS

1848 "For Every Service" 1919

We guarantee every Goulds Pump to satisfactorily perform the work for which we recommend it

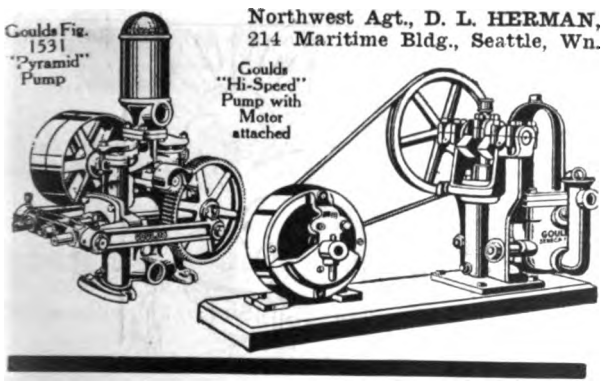
The Goulds Pumps shown here are big sellers. They fully solve the water-supply problem for farm and small-town homes. They make possible running water in barns, feed lots, garages, kitchens, bathrooms, laundries, etc. They save labor and promote health and comfort. Our national advertising has made The Goulds Manufacturing Company known as the largest manufacturers in the world of farm pumps. Write for catalog and prices.

The Goulds Manufacturing Company

Main Office and Works **Seneca Falls, New York**

New York 16 Murray St.	**Boston** 58 Pearl St.	**Chicago** 12-S Clinton St.	**Philadelphia** 111 North 3rd St.
Pittsburgh Oliver Bldg.	**Detroit** Dime Bank Bldg.	**Atlanta** 3rd Nat'l Bank Bldg.	**Houston** Carter Bldg.

Northwest Agt., D. L. HERMAN, 214 Maritime Bldg., Seattle, Wn.



Goulds Fig. 1531 "Pyramid" Pump

Goulds "Hi-Speed" Pump with Motor attached



Hygieno

prevents constipation

The Hygieno Closet Bowl enables the body to rest in a natural position which brings the muscles of the back and abdomen into play. The bowels are quickly and completely emptied.

The Hygieno Closet Bowl is thirteen inches high—three inches lower than the old-fashioned type.

The Hygieno Closet has more talking points than any other closet. Many people are replacing their old-fashioned closets with Hygieno closets.

There are three types of Hygieno Closets, all of which are silent in operation.

Hygieno—the noiseless closet of the most modern type. Hygieno De Luxe—the all white closet which is similar in action, but has every bit of metal concealed. Hygieno Junior—an efficient, good looking, low priced closet.

PACIFIC

PLUMBING FIXTURES

For Sale by all Jobbers

Main Offices:
67 New Montgomery St., San Francisco
Factories: Richmond & San Pablo, Cal.
Branches: Los Angeles, Salt Lake City, Portland

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The Fellow Who Can't Get Away

(By Harry G. Nye)



YOU probably have taken your vacation by this time, and are back at your desk or bench with your shoulders fried, your face parboiled, and your nose looking like all this talk about prohibition is a mistake.

Your feet may be full of blisters, but your soul is full of sunshine. You can do a man's work and eat a man's meal, and you aren't nearly as snappy as you were along in March or April. The growl has disappeared from your voice and the grouch from your looks. You may have done a little fishing, and even caught a little fish, or maybe you motored, or maybe you just camped out and laid on your back and looked up at the stars and the trees. But, anyway, you have been wise enough to go somewhere and do something that was different from what you have been doing for ten or eleven months.

The Fellow Who Can't Get Away

But there are some yaps who haven't done this yet. They are the fellows who "can't get away." Ever hear one of them? You can tell them about the muskie fishing in Wisconsin, but they "can't get away." You tell them about the mountain motoring in California, or Oregon, or Montana, and they admit it is fine—but they "can't get away."

You talk about the boating or the bathing over in Michigan or down by the Atlantic, or on the Pacific Coast, but they "can't get away." Why, if you offered one of these fellows a round-trip pass through Paradise with a pretty pink angel for a guide and champagne to shave in, he would probably say that he couldn't "get away."

Running a Business or Business Running You

Now, I like to see a man do well, and have a business that is booming and a trade that is just standing in line begging him to take the money—but I pity a man whose business is so good that he can't get away from it. He would be a darned sight better off if he had a little less prosperity and a little more time.

Up to a certain point a man runs his business—and beyond that point his business runs him. I know a few plumbers who can boss everybody in the shop but themselves. They may own the business, they may gather in all the profits, they may be monarch of all they survey—but they have the poorest job in the place.

There isn't a boy sweeping out under the benches, or a helper who is as green as a bachelor holding a baby, who hasn't a better job than the boss. Because they can get away, and they do get away.

Heaven forbid that business should ever get so good in my factory that I couldn't get away. It's pretty good, but, thank whatever gods there are, it isn't that good yet. Once in awhile I get the old boat out and kick some of the mud off the guards, and fill up the tank, and tie on a spare tire, and take a little cash out of the drawer for the poor and needy hotel men, and beat it across the country for a week or so.

I don't tell the office where I am going, because I don't know. I don't tell anybody when I will be back, because I don't know that. I keep away from telephones, telegraph offices, postoffices and other works of the devil. I get away.

And here's a funny thing: I have done that a number of times and the roof has never fallen yet, or the sheriff taken possession, or the trade deserted me, or any other particular calamity happened. Now and then something occurs, but, as they don't know where the boss is, the best they can do is to do the best they can—and it is often better than I would have done if I had been there.

Largely a State of Mind

This getting away business is a good deal a state of mind. I haven't a doubt that some



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YOU GET THE SIMPLEST AND BEST COCK EVER MADE *when* YOU SPECIFY

B. B. HIGH PRESSURE BALL COCK



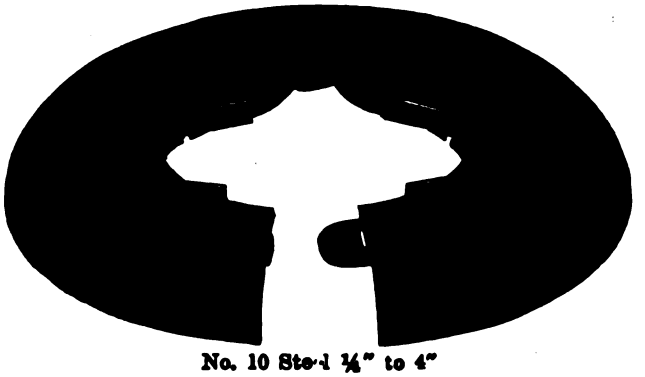
Has Only One Packing Which Is Readily Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Plimpton St., Waltham, Mass.



No. 10 Steel ⅛" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.
Largest and Oldest Plate Company in the World.

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St. San Francisco, Cal.

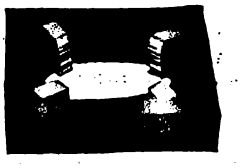


"I'm Nye The Die Man"

About the most popular die in the world right now would be the kaiser's. Next to that, the most popular die in the world is The NYE DIE.



THE NYE TOOL & MACHINE WORKS
108 North Jefferson Street
CHICAGO, ILL.



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shops would benefit if the boss would slip out of town and cut all the cables once in a while. The man who thinks he is a little deity, and that he is the only man around the plant who can think or do, will soon find that he is right—for he won't have a man who will do any doing or think any thinking if the chief doesn't get away once in awhile and give him a chance.

You owe it to your business and to yourself to get away. Perhaps you don't need a vacation from the office any worse than the office needs a vacation from you. The man who chains himself to a desk twelve months in the year isn't any house pet. He gets kind of snarly after a few years of that—and I'll bet $4.11 that if a vote were taken in the office whether the boss should go or not, that it would be unanimous and a lot of people might even be pinched for repeating.

You can get away, you must get away—and the time isn't too late yet. It will take some of the swelling out of your head to find out how well the business can run without you. And it will put some valuable swelling into the heads of some of the men under you—giving them initiative, self-esteem and a few other things that, in moderate doses, are a great help.

As a matter of fact, there isn't any man who can't get away. Oh, yes, there are a few. They are over here at Rosehill, with nice marble slabs over them, telling their various virtues. But, if it were left to me to write their epitaphs, I think I would inscribe over the tombs of some of them, at least:

"He thought he couldn't get away, and now he can't."

J. W. Tyson has opened a new plumbing and heating shop at Mesa, Ariz.

D. J. Smith, a Los Angeles plumber, has opened a shop at Seal Beach, Cal.

H. J. Hamburg has opened a plumbing and tin repair shop at New Port, Wash.

Harry Peck has recently engaged in the plumbing business at Ventura, Cal.

T. E. Scott, of Lind, Wash., has opened a plumbing shop at Coulee City, Wash.

R. W. Timmons has purchased the plumbing business of Raymond Johnson, at Richmond, Cal.

P. J. Coff Plumbing and Heating Company, of Spokane, Wash., are awarded a contract for the work at the Boys' and Girls' School at Medical Lake, Wash.

A new building is being erected for the Kern Plumbing Co., Bakersfield, Cal., which will give them the facilities for the necessary increase in trade, and for carrying a larger stock. Business with them has been quite brisk, and the outlook is reported excellent.

"FORCE" IS PITTSBURG HEATER SLOGAN

An attractive compilation of even more attractive advertisements published in booklet form has just been sent to a list of over 15,000 plumbers and gas companies throughout the country by the Pittsburg Water Heater Co., Pittsburg, Penn.

This booklet, or prospectus, as it is termed, by its publishers, was issued for the purpose of acquainting the trade with the national advertising and the sales promotion department of the company.

After a page or two of introductory matter the entire booklet is concerned with reproducing consumer advertising. Such subjects are treated as: "What Does It Cost to Bathe a Baby?" "A Penny a Day for Dishwashing," "What Does Your Washday Cost You?" and "How Do You Prepare Your Bath?"

Of course all these advertisements are attractively illustrated.

Any dealer who is interested in knowing how this company is behind its distributors, or any merchant who wants to know the real way to sell hot water heaters will do well to apply for a copy of this booklet if he has not already one on hand.

ELIMINATING THE V-THREAD

Several years ago, the tap manufacturers made an announcement to the effect that in the future taps with V-threads would be supplied only to orders, and that all standard taps regularly carried in stock would be made with the U. S. standard thread.

A similar decision has now been reached by the screw products manufacturers in the making of cap and set screws, the U. S. standard thread having been adopted as a single standard. It is the belief among the manufacturers of cap and set-screws that the U. S. form of thread is superior to the V-thread, and that it will meet practically all the requirements for which the V-thread has been used in the past.

Among the users, also, there is a rapidly growing tendency to favor the U. S. form, and it appears to be only a question of a few years until the V-thread will have become obsolete. Complaints are also frequently made that the existence of two standards for cap and set-screws places a handicap upon the dealer. Those offering a "complete line" are now required to stock both V and U. S. thread screws, yet many sizes of V-thread screws are rarely, if ever specified by the users, and are, therefore, held as emergency or dead stock. Obviously the elimination of the V-form will be welcomed by the dealers.

E. H. Means has engaged in the plumbing business at Gardena, Cal.

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Sold by all Jobbers and Plumbers' Supply Houses Everywhere

OVER 1200 PHILADELPHIA PLUMBERS

ARE USING AND SPECIFYING

SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

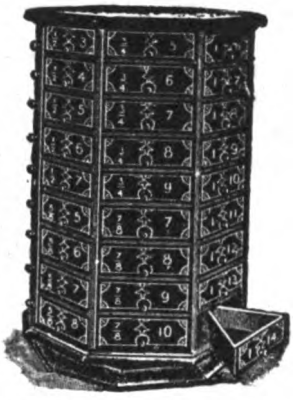
THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.



Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.
Dayton, Ohio





No. 1 Fire Pot. List Price, Each $27.20
Ask for Discount.

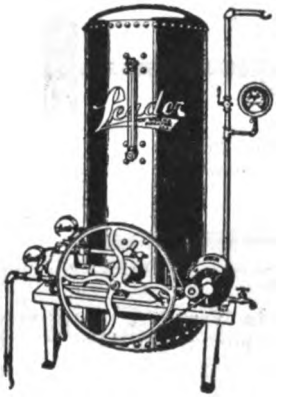
Now Is the Time to Watch Your Stock

of C. & L. Fire Pots and Torches. Keep your stock well in hand. It will pay you to be prepared for every emergency and anticipate your wants further in advance than ever before. The C. & L. line has stood the test of time and is today used wherever Gasoline, Kerosene and Alcohol can be obtained. It's a Money Saver. All leading jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.,
Detroit, Mich., U. S. A.

TRADE *Leader* MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

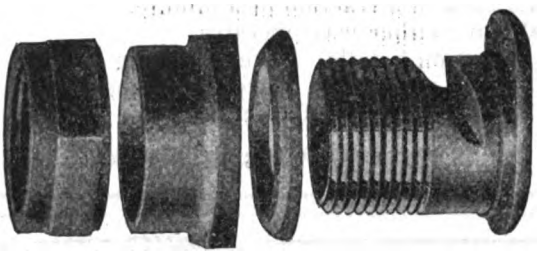
PACIFIC PUMP & SUPPLY CO.
853 Folsom Street
San Francisco, California
Sole Distributors

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PITTSBURG TANK COUPLING A "LION"

When you have a tank water heater to install, what is the use of "breaking in" to old fittings when you don't have to?

The "Lion" Quick Action Tank Coupling—manufactured by the Pittsburg Water Heater Company—the largest manufacturer of Copper Coil Water Heaters in the world, will eliminate all "breaking in" and enable you to make a better job.



As shown in the accompanying photographs, the "Lion" Quick Action Tank Coupling consists of a nipple, which contains a nitch to allow of insertion in the hole in the tank, a gasket, a collar and a nut. Both nipple and collar are cast so as to conform with the curvature of the wall of the tank. This curvature is what insures the connection. The rubber gasket is an additional insurance. Here you have an air-tight, water-tight, steam-tight connection.

When this little coupling is used to connect a tank heater to a range boiler, all necessary piping is cut at the shop in standard lengths. All that you take to the job is the ready cut pipe, the heater and the coupling.

Two holes are drilled in the side of the tank—1-inch in diameter at the top and bottom—with the specially constructed Shell Drill. The couplings are inserted



in these holes and piping. It takes about thirty minutes to connect up the tank.

There are many other advantages in using the "Lion" Quick Action Tank Coupling beside time-saving and useless piping. They allow free circulation of water—independent of any source of heat. There is no danger of raising off the tank head, as may happen when breaking in to other fittings. When the side of the boiler is tapped for "Lion" Tank Coupling, there is no chance of sediment getting into the coils of the heater.

A number of master plumbers who are using this coupling say that any way you figure it "Lion" Quick Action Tank Couplings are the most economical in time, money and labor of any patented device of its kind.

It is indeed a good thing that our thoughts can go wherever we send them—even across land and sea. Our thoughts are the best part of us, so why limit our pleasures or business opportunities.

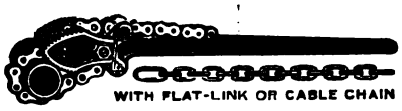
If we think these things concerning a truth of which we are sure, yet about which it is unwise to speak, we can at least keep our ears and eyes open and be governed accordingly.



Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel



Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"



Trimo Nut Wrench
steel handle only

The Word Trimo

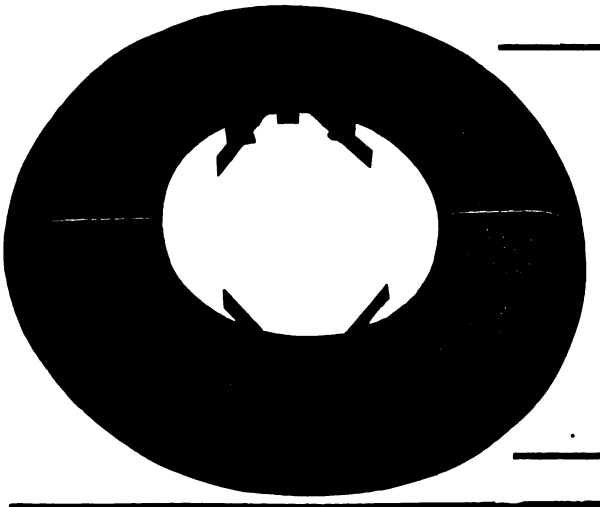
stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make the **Trimo Pipe Wrench** superior are the **Spiral Spring,** always in place, the **Steel Frame,** that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools,** made by

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.

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THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba, Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

"WE KNOW THE STOVE REPAIR BUSINESS"

WE WELD ANYTHING

Stove and Furnace Repairs

WE WELD ANYTHING

MYER S. RUBENS
STOVE AND FURNACE REPAIR WORKS

We Furnish DUPLICATE ORDER BOOKS Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE REPAIR WORKS **1009 W. First Ave., Spokane, Wash.**

Spokane Stove & Furnace Repair Works, Inc.
SPOKANE, WASHINGTON

Jobbers and Wholesalers of Stove Repairs

Manufacturers of { ORIGINAL STOVE REPAIRS / DIAMOND BREAKOFF BACKS

Efficient Service : Superior Quality : We Solicit Your Inquiries

"The Largest Stove Repair House in the Northwest"

"Pittsburgh"

AUTOMATIC GAS WATER HEATERS

PITTSBURG WATER HEATER COMPANY - - - PITTSBURGH, PA.

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DEALERS!!—Father Time Looks Interested
ARE YOU?

"Lifetime" Trade Mark the Guarantee of Quality



Every Utensil Guaranteed a Leader

ALUMINUM PRODUCTS CO. Of the Pacific Coast **OAKLAND, CALIFORNIA**



No. 32 Torch
List Price, Each $16.00
Ask for Discount

Try the No. 32 Torch and be Convinced

the same as every "Wide Awake" Mechanic has been who has used C. & L. No. 32 Torches. They save both Time and Money. The No. 32 represents the highest degree of Durability, Quality and Fuel Economy. The Burner is made of special generator metal which holds the heat longer and the tank is made of heavy gauge seamless drawn brass to withstand hard usage. Try one and we know you will be pleased. All leading Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.



No. 66
COIL FURNACE
For Gasoline
Drawn Steel Tank
Automatic Spring Valve
Brass Pump

This Is Only One of the Many

TURNER

TRADE
HOT BLAST
MARK

Torches and Furnaces

You will profit by our catalog.

The Turner Brass Works
Sycamore, Illinois, U. S. A.

IT'S UP TO YOU



Patented
No. 71 Quart Torch.

to specify the make torches and furnaces you desire. Unless you do so, your jobber or dealer will furnish that make which they have in stock when your order is received.

Since 1876, we have been manufacturing the "Always Reliable" line. Since that time we have patented many improved features, therefore, consider our torches and furnaces the most practical on the market.

To convince yourself of their merits, specify the "Always Reliable" when you again order. Most jobbers and dealers stock our line, or they will order from us for you.

OTTO BERNZ - NEWARK, N. J.

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Semi-Smkls Less Smk	Box. Smkls
Blank Rim Fire		
22 Short	$ .30	$ ...
32 Short	.40	...
Blank Center Fire—		
32 S & W	.65	...
38 S & W	.80	...
38 Long Colt	1.35	...
44 W C F	1.65	...
Shot Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot Center Fire—		
32 S & W	1.10	...
32 W C F	1.45	...
38 S & W	1.30	...
38 W C F	1.65	...
44 W C F	1.65	1.90
44 X L	1.80	2.05
44 Game Getter	1.65	1.90
Rim Fire, Ball—		
BB Caps	...	.40
CB Caps	...	.50
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.40	.45
22 Long H P	.45	.55
22 Long Rifle	.40	.50
22 Long Rifle H P	.45	.55
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	...	.65
22 Win Auto, H P	...	.70
25 Short Stevens	.70	...
25 Stevens	.90	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.10	...
38 Long	1.15	...
41 Short	1.10	...
Center Fire Pistol—		
22 Win SS	1.45	1.65
25 Colts Auto	...	1.60
25-20 Single Shot	1.75	2.05
25-20 Win	1.55	1.80
25-20 Win HV	...	2.00
7.63 MM-Mauser	...	2.40
7.65 MM-Mauser	...	2.40
9 MM-Luger	...	2.60
32 Colts Auto	...	1.70
32 Colts Short	1.10	1.20
32 Colts Long	1.25	1.35
32 Colts Police Positive	1.25	1.35
32 S & W	1.10	1.20
32 S & W Long	1.25	1.35
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.00
35 S & W Auto	...	1.75
38 Colts Auto	...	2.50
38 Colts Short	1.35	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.35	1.50
38 S & W	1.35	1.50
38 S & W Special	1.60	1.75
38 Winchester	1.85	2.30
41 Colts Short DA	1.45	1.65
41 Colts Long DA	1.75	1.90
44 Bull Dog	1.50	...
44 S & W Amer	1.90	2.15
44 S & W Rus	1.90	2.15
44 S & W Special	2.15	2.30
44 Webley	1.65	...
44 Winchester	1.85	2.30
45 Colts	2.15	2.35
45 Colts Auto	...	2.85
Center Fire Military and Sporting—		
22 Savage	...	1.60
250-3000 Savage	...	1.75
25-21 Stevens	2.30	...
25-25 Stevens	1.90	2.85
25-35 Winchester	...	1.40
25-35 Short Range	...	1.40
25-36 Marlin	...	1.40
25 Remington Rimless	...	1.40
6 MM U S N	...	2.10
7 MM Spanish Mauser	...	2.10
7.655 MM Bel Mauser	...	2.10
8 MM Mauser	...	2.10
9 MM Mauser	...	2.30
30-30 Winchester	...	1.60
30 Remington Rimless	...	1.60
30 Government Rimless	...	2.30
303 Savage	...	1.60
32 Remington Rimless	...	1.60
32-40 Winchester	1.20	1.35
32-40 Winchester H V	...	1.60
32 Winchester Slf Ldg	...	2.30
32 Winchester Special	...	1.60
33 Winchester	...	2.10
35 Remington Rimless	...	1.75
35 Winchester	...	2.30
35 Winchester Slf Ldg	...	2.90
351 Winchester Slf Ldg	...	2.30
38-55 Winchester Lead	1.45	1.75
38-55 Winchester HV	...	1.95
38-56 Winchester	1.45	1.75
40-60 Marlin	1.50	...
40-60 Winchester	1.50	...
40-65 Winchester	1.50	1.75
40-70 Winchester	1.55	...
40-72 Winchester	1.55	1.80
40-82 Winchester	1.55	1.80
401 Winchester Auto	...	1.70
405 Winchester	...	2.50
45-60 Winchester	1.55	...
45-70-405 Government	1.55	1.80
45-75 Winchester	1.55	...
45-90 Winchester	1.65	1.80

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot $1.25

3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot 1.25

3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot 1.25

3¼ drs. x 1⅛ oz., BB shot, drop shot 1.35

3¼ drs. x Buck shot, drop shot 1.35

16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot 1.15

2¾ drs. x ⅞ oz., BB shot, drop shot 1.20

20 2½ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot 1.15

HIGH GRADE SMOKELESS—

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot 1.40

3½ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot 1.45

16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot 1.30

20 2¼ drs. x ¾ oz., chilled shot 1.25

2½ drs. x ⅞ oz., chilled shot 1.35

Trap Loads—

12 3 drs. x 1¼ oz., 7½ chilled 1.35

3⅛ drs. x 1¼ oz., 7½ chilled 1.40

Black Powder—Loads—

12 3¼ drs. x 1⅛ oz., drop shot 1.05

Caps and Primers—

Percussion	.20	....
Musket Caps	.25	....
Primers, 100 in box	.35	....
Primers, 250 in box	.80	....

Empty Paper Shells—Black Pow.—

12, 16, 20, Ga. per 100	1.50
10 Ga. per 100	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	1.80
10 Ga. per 100	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	2.30
10 Ga. per 100	2.40

Empty Brass Shells—

Best qual. 12, 16, 20 28, Box 25	2.75
2nd Qual. 12, 16, 20 28, box 25	2.10

Wads—

Cardboard, box 250	.20
Black Edge, Reg., box 250	.50
Black Edge, ¼ in., 125 in box	.40
Black Edge, ¼ in., 250 in box	.80

ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, $3.75 each; No. 30, 4½ White, $3.75 each; No. 231, 3½ Sierra, $3.25 ea.; No. 231, 4 Sierra, $3.25 ea.; No. 231, 4½, Sierra, $3.25 each. Railroad, No. 30 B, White, $4.00 each; No. 30 B, 5½ White, $4.00 each; No. 233, 5 Sierra, $3.50 each; No. 233, 5½ Sierra, $3.50 each. Ship, No. 44, 4 White, $4.25 each; No. 44, 4¼ White, $4.25 each; No. 44, 4½ White, $4.50 each; No. 45, 4½ White, $5.00 each; No. 45, 5 White, $5.00 each; No. 235, 4 Sierra, $3.75 each; No. 235, 4½ Sierra, $3.75 each.

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25.

ANVILS—Vulcan No. 2, 20-lb., $8.50; No. 3, 30 lb., $9.50; No. 4, 40-lb., $11.50; No. 5, 50-lb., $13.00.. No. 6, 60-lb., $14.50; No. 7, 70-lb., $16.00; No. 8, 80-lb., $17.50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35½c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

ASBESTOS—

Mill board, 30c lb.; Cut, 35c lb.
Paper, 30c lb.; Cut, 35c lb.
Wicking, ½-lb. balls, 65c each.
Wicking, 1-lb. lots, $1.25.
Cement, per sack, $7.25; [illegible] 10c

AUGERS—Greenlee Carpenters' Nut, No. 57.

Size	½	⅝	¾	⅞	1	1¼
Each	$1.25	$1.25	$1.40	$1.65	$1.90	$2.40
Size		1½	1¾	2	2½	3
Each		$3.00	$3.65	$4.00	$6.50	$11.50
16ths	8-10	11-12	13	14	15	16
60 each	$1.65	$1.80	$1.95	$1.95	$2.20	$2.20
62 each	2.00	2.15	2.35	2.35	2.60	2.60
16ths	17	18	19	20	21	22
60 each	$2.40	$2.40	$2.70	$2.70	$3.00	$3.00
62 each	2.90	2.90	3.25	3.25	3.60	3.60
16ths	23	24	25	26	27	28
60 each	$3.45	$3.45	$4.05	$4.05	$4.80	$4.80
62 each	4.15	4.15	4.85	4.85	5.75	5.75
16ths	29	30	31	32		
60 each	$5.70	$5.70	$6.75	$6.75		
62 each	6.85	6.85	8.10	8.10		

AXES—Boys' Handled, Blue Wing, $2.50 each; Pacemaker, $2.00. Hunters, 670, $1.50 each; 671, $1.50 each; 673 $1.65 each. Boy Scout, 655 S, $1.85 each; 655, $1.50 each; 50 S (Sheaths), 50c each. Double Bit Unhandled, Dreadnaught, 3-4, $2.75 each; Dreadnaught, 3½-4½, $2.75 each; Dreadnaught, 4-5, $2.75 each. Double Bit Handled, Tuff Temper, 3-4, $3.25 each; Tuff Temper, 3½-4½, $3.25 each;

(Continued on page 192)

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RETAIL SELLING PRICES—Continued.

L & G ENAMELED WARE

Biggins, Coffee
0 ..... 1.10
01 ..... 1.25
00 ..... 1.35
010 ..... 1.50
020 ..... 1.60
030 ..... 1.75
040 ..... 2.00
050 ..... 2.25

Boilers, Coffee
60 ..... 1.50
70 ..... 1.75
80 ..... 2.00
90 ..... 2.50
100 ..... 3.50

Boilers, Rice
14 ..... 1.25
16 ..... 1.35
18 ..... 1.60
20 ..... 1.85
22 ..... 2.00
24 ..... 2.35
26 ..... 2.75
28 ..... 3.15
86 ..... 4.00

Bowls, Wash
26 ..... .50
28 ..... .60
30 ..... .65
32 ..... .75
34 ..... .85
36 ..... .95

Buckets, Covered
21 ..... .55
21½ ..... .60
22 ..... .65
23 ..... .80
24 ..... .95
26 ..... 1.10
28 ..... 1.35
30 ..... 1.75
32 ..... 2.00
150 ..... .65
250 ..... .80
350 ..... .90
450 ..... 1.05
650 ..... 1.35
850 ..... 1.75
1050 ..... 2.00
1250 ..... 2.35

Buckets, Dinner
110 ..... 2.25
111 ..... 2.35
112 ..... 2.50
113 ..... 2.85
502 ..... 1.85
503 ..... 2.00

Chambers
1 ..... .65
1½ ..... .85
2 ..... 1.00
3 ..... 1.10

Chamber Covers
1C ..... .35
1½C ..... .40
2C ..... .45
3C ..... .50

Colanders
1 ..... .65
2 ..... .80
3 ..... 1.00
104 ..... .65
205 ..... .80
306 ..... .95
407 ..... 1.10

Cups
3 (Mug) ..... .25
6 ..... .35
8 ..... .25
9 ..... .25
10 ..... .25
10 M ..... .25
11 ..... .30
25 ..... .25
40 ..... .40
120 ..... .55

Cups and Saucers
20 ..... .45
400 ..... .55

Cuspidors
10 ..... .65
20 ..... .75
30 ..... .90
100 ..... 1.75
200 ..... 1.20
240 ..... 1.65
300 ..... 1.50

Dippers, Cup
10 ..... .40
11 ..... .45

Dippers, Windsor
110 ..... .45
112 ..... .50
114 ..... .55

Dippers, Suds
2 ..... .55
4 ..... .75

Dishes, Soap
50 ..... .40
60 ..... .40

Fillers, Fruit Jar
20 ..... .35

Flasks, Coffee
10 ..... .65

Funnels, Pieced
01 ..... .40
02 ..... .45
03 ..... .50
04 ..... .55
05 ..... .75
06 ..... .90

Kettles, Convex
02 ..... .75
03 ..... .85
04 ..... 1.00
05 ..... 1.10
06 ..... 1.15
08 ..... 1.50
010 ..... 1.85
012 ..... 2.10
212 ..... 1.40
214 ..... 1.65
216 ..... 2.00
218 ..... 2.35
220 ..... 2.75
222 ..... 3.40

Kettles, Lipped Preserving
14 ..... .45
16 ..... .50
18 ..... .55
20 ..... .65
22 ..... .75
24 ..... .85
26 ..... .90
28 ..... 1.05
30 ..... 1.25
32 ..... 1.40
36 ..... 1.85
40 ..... 2.75
50 ..... 4.00

Kettles, Milk
71 ..... .65
72 ..... .85
73 ..... 1.00
74 ..... 1.25

Kettles, Tea
30 ..... 1.05
40 ..... 1.15
50 ..... 1.35
60 ..... 1.50
70 ..... 1.65
80 ..... 2.00
90 ..... 2.25

Ladles, Deep
100 ..... .35
110 ..... .40
120 ..... .45
101 ..... .40
111 ..... .40
121 ..... .45

Measures
01 ..... .35
02 ..... .40
03 ..... .50
04 ..... .65
05 ..... .90
06 ..... 1.25
11 Graduated.. .65

Pails, Chamber
1 ..... 1.85
2 ..... 2.00
3 ..... 2.35
4 ..... 2.75

Pails, Water
110 ..... 1.60
112 ..... 1.85
114 ..... 2.10

Pans, Bed
1 ..... 4.00

Pans, Douche
2 ..... 2.75

Pans, Bread
11 ..... .50
12 ..... .60
13 ..... .75

Pans, Cake
9 ..... .45
10 ..... .40
69 ..... .40
70 ..... .45
200 ..... .50

Pans, Corn Cake
706 ..... .75
709 ..... 1.00
712 ..... 1.15

Pans, Muffin
406 ..... .65
409 ..... 1.05
412 ..... 1.00

Pans, Deep Pudding
50 ..... .30
100 ..... .35
150 ..... .40
200 ..... .45
300 ..... .50
400 ..... .55
500 ..... .65
600 ..... .75
800 ..... .85
1000 ..... .95

Pans, Dish
15 ..... 2.00
80 ..... 1.25
100 ..... 1.40
140 ..... 1.60
170 ..... 1.85
210 ..... 2.10
300 ..... 3.15
400 ..... 4.75

Pans, Rinsing
08 ..... 1.15
101 ..... 1.25
014 ..... 1.50
017 ..... 1.75

Pans, Lipped Fry
30 ..... .45
31 ..... .50
32 ..... .55
33 ..... .60
34 ..... .65
35 ..... .80
36 ..... .90

Pans, Milk
00 ..... .25
0 ..... .30
11 ..... .35
15 ..... .40
20 ..... .45
30 ..... .50
40 ..... .55
50 ..... .65
60 ..... .75
80 ..... .85
100 ..... .95
120 ..... 1.05

Pans, Convex Sauce
02 ..... .75
03 ..... .85
04 ..... 1.00
05 ..... 1.10
06 ..... 1.25
08 ..... 1.50
010 ..... 1.85
012 ..... 2.25

Pans, Combination Sauce
1 D 2.00
10 T 3.00

Pans, Lipped Sauce
10 ..... .40
12 ..... .45
14 ..... .50
16 ..... .55
18 ..... .60
20 ..... .65
22 ..... .75
24 ..... .85
26 ..... .90
28 ..... 1.05
30 ..... 1.25

Pans, Straight Sauce
150 ..... .65
250 ..... .80
350 ..... .90
450 ..... 1.00
650 ..... 1.40

Pans, Stew
3 ..... .45
4 ..... .50
5 ..... .55
6 ..... .65
16 ..... .50
18 ..... .60
20 ..... .65
22 ..... .75
24 ..... .80

Pans, Oblong Stove
04 ..... .50
100 ..... .60
200 ..... .65
300 ..... .90
325 ..... 1.00
350 ..... 1.05
400 ..... 1.25
425 ..... 1.40
475 ..... 1.50
550 ..... 2.00

Pans, Square Stove
110 ..... .85
111 ..... .90
112 ..... 1.05
113 ..... 1.15
114 ..... 1.35
115 ..... 1.50
116 ..... 1.65
118 ..... 1.85
120 ..... 2.00

Pitchers, Molasses
601 ..... .80

Pitchers, Water
2 ..... 1.25
3 ..... 1.40
4 ..... 1.55

Plates, Deep Pie
39 ..... .40
40 ..... .45

Plates, Shallow Pie
27 ..... .30
28 ..... .35
29 ..... .40
30 ..... .45

Plates, Dinner
19 ..... .40
20 ..... .45

Pots, Fireless Cooker
1450 ..... 2.10
1650 ..... 2.60
1850 ..... 3.00

Pots, Coffee
2½ ..... .65
3 ..... .70
5 ..... .85
15 ..... .90
25 ..... 1.00
35 ..... 1.10
45 ..... 1.25
55 ..... 1.40

Pots, Tea
00 ..... .70
01 ..... .75
0 ..... .85
10 ..... .95
20 ..... 1.05
30 ..... 1.15
40 ..... 1.30

Pots, Straight Sauce
018 ..... .95
020 ..... 1.10
022 ..... 1.35
024 ..... 1.65
026 ..... 2.00
028 ..... 2.75
030 ..... 3.00
032 ..... 3.25

Pots, Soup Stock
318 ..... 12.00
324 ..... 15.00
336 ..... 18.00
212 ..... 6.00
218 ..... 8.00
224 ..... 10.00
236 ..... 12.50

Roasters
150 ..... 3.50
180 ..... 4.25

Skimmers, Flat
10 ..... .35
12 ..... .40

Spoons, Basting
10 ..... .25
12 ..... .30
14 ..... .30
16 ..... .35
18 ..... .40

Steamers
7 ..... 1.60
8 ..... 1.85

Steepers, Tea
2 ..... .65
3 ..... .75

Tubs, Oval Foot
0 ..... 1.60
1 ..... 1.85
2 ..... 2.25
3 ..... 2.75
4 ..... 3.25

Turners, Cake
13 ..... .25
14 ..... .30

Tuff Temper, 4-5, $3.25 each. Single Bit Handled, Blue Wing, 3-4, $3.00 each; Blue Wing, 3½-4½, $3.00 each; Blue Wing, 4-5, $3.00 each; Dreadnaught, 3-4, $2.75 each; Dreadnaught, 3½-4½, $2.75 each; Dreadnaught, 4-5, $2.75 each; Bluebird, 3-4, $2.75 each; Bluebird, 3½-4½, $2.75 each; Bluebird, 4-5, $2.75 each; Pacemaker, 3-4, $2.75 each; Pacemaker, 3½-4½, $2.75 each; Pacemaker, 4-5, $2.75 each; Tuff Temper, 3-4, $2.75 each; Tuff Temper, 3½-4½, $2.75 each; Tuff Temper, 4-5, $2.75 each; Quaker City, 3-4, $2.75 each; Quaker City, 3½-4½, $2.75 each; Quaker City, 4-5, $2.75 each; Old Forge, 3-4, $2.50 each; Old Forge, 3½-4½, $2.50 each; Old Forge, 4-5, $2.50 each; Freighters, 3-F, $2.50 each.

BABBITT—Frictionless, 45c lb.; Magnolia, 50c lb.; No. 4, 20c lb.; No. 2, 22c lb.; No. 1, 25c lb.; No. A (genuine), $1.30 lb.; Challenge, $1.10 lb.; Special Motor, 95c lb.. Excelsior, 28c lb.; Acme, 70c lb.; XXXX Nickeled, $1.15 lb.

BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ¾ x 24, 85c each; Goose Neck No. 3662, ¾ x24, $1.00 each; Straight Chisel No. 14, ¾x15, 85c.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S 50c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, $3.25 each; No. 1662, $3.75 each. Ever Ready, same price as Columbia.

BELLS—Alarm—Door—No. 125, 85c each; 15, 85c.
Call—No. 9, 30c each; 24, $1.25.
Gong—No. 120 85c each; 405, $2.10; 406, $2.85; 407, $4.25; 408, $5.75; 410, $10.50; 412, $18.50.
Hand—No. 0, 25c each; 1, 35c; 2, 45c; 3, 60c; 4, 80c; 5, $1.10; 6, $1.50; 7, $1.85; 8, $2.35; 9, $3.00; 10, $3.75; 12, $4.50; 14, $5.75.
Door—No. R, EA422, 75c each; R, EA424, 75c; R, EA425, 65c; R, EA426, 75c; R, EA427, 75c; R 429, 65c.

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RETAIL SELLING PRICES—Continued.

Push—R, EA, 512, 85c each; R, EA522, $1.50; R, EA524, $1; R, EA525, $1; R, EA526, $1.50; R, EA527, $1.50.
Stock—Cow—No. 7, 25c each; 6, 30c; 5,40c; 4, 50c; 3, 60c; 2, 75c; 1, 90c; 0, $1.05.

BELLS—Farm—(100 lb.), $12.50.

BELLS—Kentucky Cow—No. 0, $1.25; No. 1 $1; No. 2, 85c; No. 3, 65c; No. 4, 50c; No. 5, 40c; No. 6, 35c; No. 7, 25c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 85c each; 3-in. Nonpariel, $1.00.
$1.35. No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in.,

BELL STRAPS—
Cow—1¼ lb., 90c; 1½ lb., $1.10; 1¾ lb., $1.25.

BEVELS—Sliding T—No. 18, 6-in., $1.00; 8-in., $1.25; 10-in., $1.35. No. 25: 6-in., 70c; 8-in., 75c; 10-in., 80c; 12-in., 90c. No. 1—Odd Jobs, $1.00.

BIBBS—Compression—	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	1.25	1.65	2.15	....
Finished brass	1.50	1.95	2.50	4.65
Nickle plated	1.75	2.25	2.85	5.00
Hose—Rough brass	1.45	1.80	2.35	4.75
Finished brass	1.75	2.15	2.75	5.00
Nickle plated	2.00	2.40	3.00	....

BITS—Auger— 16ths	R. J.	Irwin	Irwin Car	Common	Greenlee
3	$ .60	$ .50	$1.00	$ .30	.....
4	.55	.45	1.00	.30	.....
5	.55	.45	1.00	.30	$1.35
6	.60	.50	1.00	.35	1.40
7	.60	.50	1.00	.35	1.45
8	.65	.55	1.00	.35	1.50
9	.65	.55	1.10	.40	1.50
10	.70	.60	1.15	.40	1.65
11	.75	.60	1.25	.45	1.80
12	.80	.65	1.35	.45	1.90
13	.85	.70	1.50	.55	1.95
14	.90	.75	1.65	.55	2.35
15	1.00	.80	1.75	.65	2.45
16	1.05	.85	2.00	.70	....
17	1.20	.90	....	.75	....
18	1.25	.95	....	.80	....
20	1.35	1.15	....	.85	....
22	1.45	1.30	....	.95	....
24	1.60	1.40	....	1.10	....

Bits in sets, common, 6 bits, $3.00; 8 bits, $4.00; 13 bits, $6.00. R. J., 13 bits, $10.50. Irwin pat., 13 bits, $7.50.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clark's, small, $1.50; large $2.25. Steers, small, $2.75; large, $3.25.
Expansive Bit Cutters—Clark's, No. 1, 30c; 2, 35c; 3, 45c; 4, 50c. Steers, No. 1, 40c; 2, 60c; 3, 50c; 4, 65c; 5, $1.25.

BLOCKS—Tackle—

Steel— Single—Plain Bushed— Size	Each
3-inch	.85
4-inch	1.00
5-inch	1.10
6-inch	1.30
8-inch	2.50
10-inch	4.25
Double—Plain Bushed—	
3-inch	1.50
4-inch	1.90
5-inch	2.10
6-inch	2.40
8-inch	4.35
10-inch	7.00
Triple—Plain Bushed—	
3-inch	2 10
4-inch	2.60
5-inch	2.75
6-inch	3.50
8-inch	6.50
10-inch	9.50
Single—Roller Bushed—	
4-inch	2.25
6-inch	3.00
8-inch	5 25
10-inch	8.50
Double—Roller Bushed—	
4-inch	4.50
6-inch	5.50
8-inch	9.75
10-inch	14.50
Triple—Roller Bushed—	
4-inch	6 25
6-inch	7.57
8-inch	13.75
Wood—	
6-inch	3.50
8-inch	5.75
10-inch	8.50
Triple—Roller Bushed—	
4-inch	3.75
5-inch	4 25
6-inch	5.25

Steel— 10-inch	19.50
Snatch—Plain Bushed—	
6-inch	4.50
8-inch	6.75
10-inch	10.00
Snatch—Roller Bushed—	
6-inch	7.50
8-inch	10.75
10-inch	16.00
Wood—	
Single—Plain Bushed—	
Size	Each
3-inch	.85
4-inch	1.00
5-inch	1.10
6-inch	1.30
8-inch	2.25
10-inch	3.85
Double—Plain Bushed—	
3-inch	1.50
4-inch	1.90
5-inch	2.10
6-inch	2.40
8-inch	4.00
10-inch	6.25
Single—Roller Bushed—	
3-inch	1.30
4-inch	1.40
5-inch	1.50
6-inch	1.75
8-inch	3.15
10-inch	4.85
Double—Roller Bushed—	
3-inch	2 40
4-inch	2 75
5-inch	2.85
8-inch	8.50
10-inch	11.00
Snatch—Roller Bushed—	
6-inch	4.75
8-inch	7.00
10-inch	11.00
12-inch	15.00

BLOWERS—With Tuyere Irons—No. 400 Champion, $37.50; No. 40, Lancaster, $25.00; Royal, $40.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2 50 each; No. 10 Springer, 60x15", no sleeve board, $3.50; No. 20 Springer, 54x13", no sleeve board, $3.25; No. 40 Springer, 50x12", no sleeve board, $3.00.
Without Table (skirt Boards)—4-foot, $1.00 each; 5-foot, $1.25; 5½-foot, $1.50; 6-foot, $1.75.

BOARDS, STOVE—
Wood Lined—Size 24x24, $1.90 each; 24x36, $2.65; 26x26, $2.25; 26x32, $2.65; 28x28, $2.65; 28x34, $3.00; 30x30, $3.00; 30x38, $3.50; 33x33, $3.50; 32x42, $4.00; 36x36, $4.00.
Paper Lined—Size 18x18, $1.05 each; 24x24, $1.15; 26x26, $1.25; 28x28, $1.40; 30x30, $1.65; 32x32, $2.00; 26x30, $1.65; 28x32, $1.85; 30x36, $2.25.

BOARDS, WASH—Brass, King, 85c each; Toy, Zinc, 25c; Single Zinc, Invincible, 45c; Double Zinc, Checkmate, 80c; Glass, 75c; Blue Enamel, 90c; Single Zinc, Pioneer, 55c; Single Zinc, Model Globe, 60c.

BOLTS—Common Carriage—

Size—	3-16 & ¼-in. Doz.	100	5-16 in. Doz.	100	⅜-in. Doz.	100	½-in. Doz.	100
1½	.20	1.20	.30	1.70	.35	2.30	.70	4.40
2	.20	1.35	.30	1.85	.40	2.45	.70	4.40
2½	.25	1.45	.35	2.00	.45	2.65	.70	4.40
3	.25	1.55	.35	2.10	.45	2.85	.75	4.75
3½	.30	1.70	.35	2.25	.50	3.05	.80	5.15
4	.30	1.80	.40	2.40	.50	3.25	.90	5.55
4½	.30	1.95	.40	2.55	.55	3.40	.95	5.85
5	.35	2.05	.45	2.70	.60	3.65	1.00	6.25
5½	.35	2.15	.45	2.80	.60	3.85	1.05	6.65
6	.40	2.30	.50	3.00	.65	4.00	1.15	7.05
6½	.45	2.70	.55	3.50	.75	4.75	1.20	7.40
7	.45	2.85	.60	3.65	.80	4.90	1 25	7.75
8	.50	3.10	.65	3.95	.85	5.40	1.35	8.55
9	...	...	.70	4.30	.95	5.80	1.50	9.30
10	...	...	.75	4.65	1.00	6.25	1.60	10.00
11	...	...	.80	4.95	1.05	6.65	1.75	10.80
12	...	...	.85	5.30	1.15	7.10	1.85	11.50

BOLTS—Stove— Size—	5/32" Doz.	100	3/16" Doz.	100	¼" Doz.	100	5/16" Doz.	100
⅜"	.10	.50	.10	.50	...	...	...	...
½"	.10	.50	.10	.50	.10	.75	...	...
⅝"	.10	.50	.10	.50	.10	.75	...	...
¾"	.10	.50	.10	.50	.10	.75	.15	1.00
⅞"	.10	.55	.10	.55	.10	.80	.15	1.10
1"	.10	.55	.10	.55	.10	.80	.15	1.15
1¼"	.10	.60	.10	.60	.15	.85	.15	1.20
1½"	.10	.65	.10	.65	.15	.90	.15	1.25
1¾"	.10	.70	.10	.70	.15	.95	.20	1.30
2"	.10	.75	.10	.75	.15	1.00	.20	1.40
2¼"	...	...	.10	.80	.15	1.05	.20	1.45
2½"	...	...	.15	.85	.15	1.10	.25	1.50
3"	...	...	.15	.90	.20	1.20	.25	1.60
3½"	...	...	.15	1.00	.20	1.30	.30	1.80
4"	...	...	.15	1.15	.25	1.45	.30	2.00

Machine, Square Head and Nut—

Size—	¼-in. Doz.	100	5-16-in. Doz.	100	⅜-in. Doz.	100	7-16-in. Doz.	100
1-1½	.30	1.75	.35	2.10	.40	2.55	.55	3.60
2	.30	1.85	.35	2 25	.45	2.70	.60	3.85
2½	.30	1.95	.35	2.35	.45	2.85	.65	4.20
3	.35	2.05	.40	2.45	.50	3 05	.70	4.45
3½	.35	2.15	.40	2.60	.50	3 20	.75	4.60
4	.35	2 20	.45	2.75	.55	3.35	.80	4.85
4½	.45	2.75	.55	3.45	.65	4.25	.85	5.10
5	.45	2.85	.55	3.60	.70	4.50	.90	5.35
5½	.50	3.05	.60	3.75	.75	4.60	.95	5.60
6	.50	3.20	.65	3.95	.80	4.90	1.00	5.85
6½	.55	3.30	.65	4.10	.85	5.10	1.05	6.15
7	...	...	.70	4.25	.90	5.25	1.10	6.40
8	...	...	.75	4.50	.95	5.75	1.15	6.90
9	...	...	.80	4.85	1.00	6.15	1.20	7.40
10	...	...	...	...	1.05	6.55	...	...
11	...	...	...	...	1.10	6.95	...	...
12	...	...	...	...	1.15	7 30	...	...

Size—	½-in Doz.	100	⅝-in. Doz.	100	¾-in. Doz.	100
1-1½	.75	4.60	1.05	6.55	1.55	9.80
2	.80	4.90	1.15	7.15	1.70	10.50
2½	.85	5.25	1.20	7.60	1.80	11.25
3	.90	5.60	1.30	8.05	1.90	11 90
3½	.95	5.90	1.35	8.55	2.00	12.65
4	1.00	6.25	1.45	9.05	2 15	13.35
4½	1.05	6.55	1.55	9.55	2 25	14.00
5	1.10	6.90	1.60	10.00	2 35	14.75
5½	1.15	7.25	1.70	10.50	2.50	15.45
6	1.20	7.55	1.75	11.00	2.60	16.15
6½	1.25	7.90	1.85	11.50	2 70	16.85
7	1.30	8.20	1.95	12.00	2 80	17 55
8	1.40	8.90	2 10	13 00	3 00	18.95
9	1.55	9.55	2.25	14.00	3 25	20.35
10	1.65	10 20	2 40	14.85	3.50	21.75
11	1.75	10.90	2.55	15.85	3.70	23 15
12	1.85	11.50	2.70	16.80	3 95	24.55
13	1.95	12 25	2.85	17.75	4.15	25.95
14	2.05	12.85	3.00	18.75	4.40	27.35
15	2.15	13.50	3.15	19.70	4.60	28.75
16	2.30	14.35	3.30	20.70	4.85	30.15
17	2 40	14.85	3.45	21.65	5 05	31 55
18	2.50	15.55	3.60	22.60	5 25	32.95
19	2 60	16.20	3.80	23.60	5.50	34.35
20	2.70	16.85	3.95	24.55	5.75	35.75
21	2.80	17.55	4.10	25.55	5.95	37.10
22	2.90	18.20	4.25	26.50	6.15	38.50

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RETAIL SELLING PRICES—Continued.

BOLTS—Machine—Continued.

23	3.00	18.85	4.40	27.50	6.40 39.90
24	3.15	19.50	4.55	28.45	6.60 41.30
25	3.25	20.20	4.70	29.45	6.85 42.75
26	3.35	20.85	4.85	30.40	7.05 44.15
27	3.45	21.50	5.00	31.35	7.30 45.55
28	3.55	22.20	5.15	32.35	7.50 47.00
29	3.65	22.85	5.30	33.30	7.75 48.40
30	3.80	23.50	5.50	34.25	7.95 49.80

BOLTS—Barrel—

Wrought Steel, Japanned—

2½-inch	.10
3-inch	.15
4-inch	.20
5-inch	.25
6-inch	.25

Extra Heavy Wrought Steel, Japanned—

4-inch	.20
5-inch	.25
6-inch	.30
8-inch	.45

Wrought Steel, Ant. Copper

2½-inch	.20
3-inch	.25
4-inch	.30
5-inch	.30
6-inch	.35

Cast Iron, Japanned—

3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25
8-inch	.35

Chain—

Cast Iron, Japanned—

6-inch	.40
8-inch	.50
10-inch	.70

Cast Iron, Amber or Bronzed—

4-inch	.30
6-inch	.45
8-inch	.55

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.60
6-inch	.75
8-inch	.85

Cast Iron, Ant. Brass or Imt. Barff—

4-inch	.60
6-inch	.80
8-inch	.90

Cupboard, Japanned—

3-inch	.55
6-inch	.75
10-inch	1.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

Flush—Angle—All Finishes, Cast Bronze—

2-inch	.30
3-inch	.30
4-inch	.35
6-inch	.50

Lever—Cast Bronze, All Finishes—

3½-inch	.85
5-inch	1.05

T Head—Wrought Bronze, All Finishes—

3-inch	.25
4-inch	.30
5-inch	.35
6-inch	.45

Cast Bronze, All Finishes—

3-inch	.35
4-inch	.45
5-inch	.60

Foot—

Cast Iron, Japanned—

6-inch	.35
8-inch	.45
10-inch	.65

Amber or Bronzed—

6-inch	.40
8-inch	.50

Other Finishes—

4-inch	.60
6-inch	.70
8-inch	.80

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.50
6-inch	.75
10-inch	1.75

Cupboard, Copper or Bronze—

3-inch	.65
6-inch	.85

BOTTLES—Thermos—

11	2.50
11 Q	4.00
14½	2.50
14	2.75
14 Q	4.25
6½	3.50
6	3.75
6 Q	5.75
2	4.75
2 Q	7.00
8	4.75
8 Q	7.00
15½	3.25
15	3.50
15 Q	5.25
611	4.25
612	6.25
614	4.25
615	6.25.
14½ F	1.60
14 F	1.85
14QF	3.00
600	3.75
601	4.25
603	4.25
602	6.25
600 F	1.85
601 F	2.10
602 F	3.25
556	8.25
557	8.50
556 F	3.60
557 F	4.75
590	.40
51	7.25
52	7.50
553	8.25
552	8.75
55	6.75
56	5.75
571	7.75
572	9.25
51	3.60
52 F	4.75
56 F	3.60

BOTTLES—Thermos—Cases—

104	5.00
104 Q	6.50
114	6.75
114Q	10.00
130	9.00
180 Q	11.00

Lunch Kits—

168	6.50
168½	6.25
396	4.25
400	4.00
401	5.50
402	4.25
404	5.00
405	3.75

BOXES—Mitre—

Goodell—

	Each
285	20.00
305	21.00
306	23.00

Stanley—

50½	9.50
246	11.00
358	23.50
460	26.75
	32.00

Acme—

72	22.50
73	21.50
74	26.00
75	24.00

New Langdon Imp—

72	21.75
73	22.50
74	25.00
75	25.75

Stearn's Perfection—

20	3.75

BRACES—

P. S. & W., price each—No. 508, $1.05; 510, $1.50; 3206, $2.00; 3310, $2.15; 3708, $3.00; 3710, $3.10; 3712, $3.25; 4608, $3.50; 4610, $3.75; 4612, $4.00; 5008, $4.50; 5010, $4.75; 5012, $5.00; 5014, $5.25; 7008, $4.75; 7010, $4.85; 7012, $5.00; 8208, $6.00; 8210, $6.50; 8212, $6.75.

Stanley Ratchet—8-inch, $5.00 each; 10-inch, $5.25; 12-inch, $5.50; 14-inch, $5.75.

Millers-Falls Holdall—No. 738, $5.00 each; 732, $5.25; 731, $5.50; 730, $5.75.

Stanley Corner—No. 992, 8-inch, $7.25; 10-inch, $8.00. No. 982, $4.50.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	$ .10	3x 4	$ .35
4x 5	.15	4x 5	.40
5x 7	.25	5x 7	.50
6x 8	.30	6x 8	.65
7x 9	.35	7x 9	.75
8x10	.40	8x10	.90
10x12	.50	10x12	1.00
12x14	.75	12x14	1.25

BRADS—Wire—	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.30	.25	.15
¾ to 1½-inch	.25	.20	.15
1¾ to 2-inch	.20	.20	.15

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.10.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.00 each; No. 44, $3.25 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—Household—

No. or Brand	Each
0 Toy	$ .25
00 Toy	.35
Aztec	.75
Cortez	.95
Verde	1.05
Union	1.00
Apache	1.05

No. or Brand	Each
Pima	1.40
Navajo	1.25
Warehouse	1.20
10	1.25
229	.65
230	.90

	Push or Street
Bassine, 14-in.	1.25
Bassine, 16-in.	1.35
Steel Wire, 12-in.	1.00
Steel Wire, 14 in.	1.15
Steel Wire, 16-in.	1.35
Steel Wire, 18-in.	2.00
Rattan, 6 rows, 12-in.	1.5
Rattan, 6 rows, 14 in.	1.6
Rattan, 6 rows, 16 in.	1.7
Rattan, 8 rows, 14 in.	1.2
Rattan, 4 rows, 14 in.	1.4
Rattan, 16 in.	1.7

BRUSHES—

Casting—

Oblong	.60
Round	.80

Counter—

Dusting, com.	.85
Extra quality	1.10
White bristles	1.75

Floor—

Fibre, 12-inch	.90
Fibre, 14-inch	1.05
Fibre, 16-inch	1.15
Hair, 12-inch	1.50
Hair, 14-inch	1.70
Hair, 16-inch	2.00
Mixed, 12-inch	1.30
Mixed, 14-inch	1.45
Mixed, 16-inch	1.65
Bristles, 14-inch	4.00
Bristles, 16-inch	4.75
Bristles, 18-inch	6.00

Garage—

Fibre, 16-inch	2.00
Fibre, 18-inch	2.25

Fibre, 20-inch	2.50
Fibre, 24-inch	3.2

Gear—

Handles	.65
Hand or Nail	.10

Horse—

Rice-Root, 12½ lb.	.55
Rice-Root, 13 lb.	.95
Rice-Root, 13½ lb.	.90
Palmyra Fibre, 12½ lb.	.60
Palmyra Fibre, 13 lb.	.70
Mixed Fibre, 13 lb.	.65
Ox Fibre, 8½x9 in.	.35
Ox Fibre, 8½x10 in.	.50
Ox Fibre, 4¼x11½ in	.70

Kalsomine—

7-in., single	2.40
3x7½ in blocks	6.75

Marking—(Round)—

White bristles—

⅝-⅞ in.	.10
1-1¼ in.	.15

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	....	....	.65	....	.30
3-inch	....	1.40	.75	.55	.40
3½-inch	2.60	2.00	1.00	.75	.55
4-inch	3.25	2.50	1.45	1.00	.70
4½-inch	3.75	3.25	....	1.40	....

Roofing—Knotted—

3 knots 14-lb.	2.00
4 knots 18-lb.	2.25

Sash—Chisel Point—

½x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.30
1x2¼-in.	.40

Scrub—

Gray Tampico, 5-lb.	.20
Gray Tampico, 7-lb.	.25
Gray Tampico, 9-lb.	.30
Ox Fibre, 6-lb.	.25
Ox Fibre, 8-lb.	.35
Ox Fibre, 11-lb.	.40
White Tampico, 4-lb.	.20
White Tampico, 6-lb.	.25
White Tampico, 8-lb.	.30
White Tampico, 10-lb.	.35
White Tampico, 11-lb.	.40

Shoe—

Dauber, wood	.20
Dauber, iron	.30
Brush only, ⅞-in.	.35
Brush only 1¼-in.	.75
Combination	.35
Extra bristles	.50
Best 1¼-in. bristles	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shaving—Rubber set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	.90
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	2.75

Stencil—

1⅛-in., 2½-lb.	.35
1¼-in., 3½-lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

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RETAIL SELLING PRICES—Continued.

BRUSHES—Continued—

Window—

Gray fibre	.75
Black horsehair	.90
Pope's Eye	1.05

Squeegee, 10-in.	.80
Squeegee, 12-in.	.35
Squeegee, 14-in.	.40
Squeegee, 16-in.	.50

BUCKETS—

Common Galv.	Each
8	.50
10	.55
12	.60
14	.65
16	.80

Garbage Galv.	Each
00	1.75
02	2.25
03	2.75

Stock—	Each
14	.95
16	1.00
18	1.20
20	1.30

Well Galv.	Each
10 Qt.	1.00
12 Qt.	1.15

Wood—

Short ear	1.35
Strap ear	1.50

BUTTS—See Hinges.

CANS—Garbage—15, $3.25; 16, $4.25; 18, $4.75; 20, $5.25 Oil, Galv., size 1 gal., 60c each; size 2 gal., $1.00; 5-gal., with faucet, $1.75; 5-gal. with spout, $1.50.

CANT HOOKS—

	Maple Hdl.	Hickory Hdl.
2¼ x4½	2.75	3.25
2½ x4½	3.00	3.25

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CATCHES—

Cupboard No. or Brand	Each	No. or Brand	Each
024	$ .15	4112, SR, SHA, KF, E	.15
4002 R, EA, HA	.15	8002, EA, SHA, E	.25
4002, SR, SHA, KF, E	.15	9400, R, EA	.55
4112, R, EA, H, A	.15	9400, SHA, E	.60
Elbow			
10	.05	15	.20
12	.10	18	.05
Forge			
85 F	.05	12 F	.20
11 F	.10		
French Window			
2103	10	4102, SR, SHA, KF, E	.15
4102, R, EA, HA	.15		
Friction Cabinet			
01820¼, EA	.15	01820¼, SHA, E	.20
Screen			
21	.20	R 25	.30
J 25	.25	E 25	.30
Show Case			
1	.20	24	.40
Transom			
3278¼	$ .65	4442½, SH, KF, E	.35
4433, R, EA, KF	.30	4633, R, EA	.50
4433, SHA, E	.35	4633, SHA, KF, E	.60
4433½, R, EA, KF	.30	8433, EA	.75
4433½, SHA, E	.35	8433, E	.80
4433¾, R, EA	.30	8433½, EA	.75
4433¾, SHA, KF	.35	8433½ SHA, E	.80
4442, R, EA	.30	8442½ EA	.60
4442, SHA, KF, E	.35	8442½, SHA, E	.65
4442½, R, EA	.30		

CHAINS—Tire.

Tire-Rid-O-Skid Size.	Pair
3 x28	3.50
3 x30	3.60
3 x32	3.70
3½ x30	3.75
3½ x32	3.95
3½ x34	4.05
4 x31	4.15
4 x32	4.30
4 x33	4.40
4 x34	4.55
4 x35	4.65
4 x36	4.80
4½ x34	4.75
4½ x35	4.85
4½ x36	5.20
4½ x37	5.50
5 x37	6.50

Tire—Weeds' Size.	Pair
3 x28	4.75
3 x30	5.35
3 x32	5.90
3½ x30	5.90
3½ x32	6.50
3½ x34	7.25
4 x31	7.25
4 x32	7.25
4 x33	7.75
4 x34	8.25
4 x35	8.75
4 x36	8.75
4 x37	9.50
4½ x32	8.25
4½ x33	8.60
4½ x34	8.75
4½ x35	9.50
4½ x36	9.50
4½ x37	10.25
5 x35	10.75
5 x36	10.75
5 x37	11.50
5½ x36	14.50
5½ x37	15.25
5½ x38	16.50

CHAIN—New German Straight Link (coil)—
6-0, 20c ft.; 5-0, 16c ft.; 4-0, 14c ft.; 3-0, 12c ft.; 2-0, 11c ft.; 0, 10c ft.; 1, 10c ft.; 2, 9c ft.
Norway Straight Link (coil)—⅛, 35c lb.; ⅜, 35c lb.; ¾, 30c lb.
Passing Link (coil)—4-0, 13c ft.; 3-0, 12c ft.; 2-0, 11c ft.
Proof Straight Link (coil)—3-16 black, 30c lb.; ¼, 25c lb.; 5-16, 22c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 18c lb.; ⅝, 18c lb.; ¾, 18c lb.
Proof Twisted Link (coil)—3-16 black, 33c lb.; ¼, 28c lb.; 5-16, 24c lb.; ⅜, 23c lb.; 7-16, 22c lb.
B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 22c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.
Twisted Machine Coppered (coil)—4-0, 18c ft.; 3-0, 17c ft. 2-0, 16c ft.; 0, 15c ft.
Jack: Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 7½c; No. 14, 7½c; No. 12, 10c; No. 10, 10c; No. 8, 12½c; No. 6, 18c.
Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 18c; No. 118, 20c; No. 112, 25c; No. 110, 40c.
Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0, 20c yd.; 1-N1, 25c yd.; 2-N2, 30c yd.; 3, 35c yd.
Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 2½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.
Sash Chain Fasteners—12, 15c set; 100, 45c set.

CHALK—Carpenter's, per piece, 5c. School Crayon, small quantities, 1c each; dustless, 75c gross lots; common, 50c gross lots.

CHALK LINE—Yellow, 50-ft. hank, 20c; 100-ft. hank, 35c. Braided white, 20-ft. hanks, size 120, 10c each; 220, 10c; 320, 10c. 50-ft. balls, size 150. 20c each; 250, 20c each; 350, 20c each.

CHECKS—Door—All makes, Liquid Checks—A-11, $5.25; B-12, $7.00; C-13, $8.00; D-14, $10.00; E-15, $12.75. For hold open arm, add $1.00 each.

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	.85	1.15	.95	1.10
¼	.90	1.20	1.00	1.15
⅜	.95	1.25	1.05	1.20
½	1.00	1.30	1.10	1.25
⅝	1.05	1.35	1.15	1.30
¾	1.10	1.40	1.20	1.35
⅞	1.15	1.50	1.30	1.40
1	1.20	1.60	1.35	1.50
1¼	1.25	1.65	1.50	1.60
1½	1.35	1.75	1.60	1.85
1¾	1.50	1.85	1.75	2.00
2	1.65	2.00	1.90	2.25

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.65
1⅛	....	.75
1¼	1.10	.85
1⅜	....	1.00
1½	1.25	1.25
1¾	1.65	1.65
2	1.75	2.25

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
¼	.20	.35	.40	.40	.40
5-16	.20	.35	.45	.45	.45
⅜	.20	.35	.50	.50	.50
½	.25	.45	.55	.55	.65
⅝	.35	.50	.65	.65	.75
¾	.40	.65	.75	.75	.85
⅞	.65	.90	...	...	1.10
1	.75	1.00	...	...	1.35

CHOPPERS—Meat and Food—

Enterprise No.	Each.
5	3.50
10	5.50
12	5.00
22	8.50
32	11.00

Universal	
0	$2.00
1	2.50
2	3.00
3	4.00
304	8.75

Russwin	
0 R	2.25
1 R	2.75
2 R	3.25
3 R	4.25

501	2.00
602	2.50
703	3.25

CHURNS—Barrel—Acme, No. 0, $7.50; 1, $8.50; 2, $9.25; 3, $10.50; 4, $13.50; 5, $15.00.
Improved Cylinder—No. 1, $5.00; 2, $6.00; 3, $7.00; 4, $8.00.
Sturges Steel—No. 1, $9.00; 2, $11.00; 3, $12.50.
Glass Family—Universal, No. 15, $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 40c each; 20, 65c; 30, 90c; 40, 1.15.
Dazey—Tin, No. 200, 2-ga., $4.75; 300, 3-gal., $6.00; 400, 4-gal., $7.25; 600, 6-gal., $9.50.
Dash—IX Tin, 2-gal., $2.00; 3-gal., $2.25; 4-gal., $2.50; 5-gal., $2.75; 6-gal., $3.00. Dash and handle, 20c extra.

CLAMPS—Carpenters', Stearn's—No. 101, $4.75 pair; 101½, $5.25; 102, $5.50; 303, $7.75; 304, $8.50; 305, $9.50; 306, $15.50; 308, $20.00.
Carriage Makers'—No. 12, plain, 50c each; 13, 60c; 14, 70c 15, 90c; 16, $1.10; 17, $1.45; 18, $1.75; 20, $2.40; 22, $2.65; 60 Adj. 75c; 61, $1.00; 62, $1.65; 63, $2.00; 64, $2.75; 65, $3.50.
Quilt Frame—No. 1, 10c each; 3, 15c; 32, 10c; 33, 15c.

CLEANERS—Window—

Rubber—				Wood Floor—	
10-inch	.30	16-inch	.50	14-inch	.60
12-inch	.40	18-inch	.60	16-inch	.75
14-inch	.45				

CLEVISES—Malleable, 22c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

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RETAIL SELLING PRICES—Continued.

CLIPPERS—Bolt—

New Easy—		Extra Cutters	
No. 0	3.50	No. 0	2.00
No. 1	4.50	No. 1	2.25
No. 2	6.25	No. 2	3.00
No. 3	8.00	No. 3	3.75

O. K.—
10-inch 1.50
14-inch 1.75

CLOCKS—(Alarm)—Ace, $3.75 each; America, $1.75; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $2.00; Iron Clad, $3.00; Lookout, $2.50; Prompter, $3.25; Simplex, $6.00; Sleepmeter 2, $3.00; Sleepmeter 3, $3.25; Startle, $3.00; Tattoo Jr., $4.25; Tattoo Int, $4.25.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, WIRE—

Hardware Galvanized Mesh.	Sq. ft.	Screen	Sq. ft.
1 inch	.16	12 M—Black	.04
¾ inch	.18	14 M—Black	.04½
⅝ inch	.18	14 M—Bronze	.05½
2 mesh	.09	14 M—Galvanized	.15
3 mesh	.10	16 M—Galvanized	.05
4 mesh	.10	14 M—Opal or Galv.	.05½
6 mesh	.11	16 M—Opal or Galv.	.05
8 mesh	.11		.05½

COAL—Blacksmith—
Catch weight sacks, per 100 lbs $2.50

COAL CHUTES—Hercules—

No. 1, 16x18	13.00	No. 5, 20x24	17.50
No. 2, 18x20	15.00	No. 6, 16x18	14.50
No. 3, 20x24	20.00	No. 7, 20x24	17.50
No. 4, 16x18	11.00	No. 8, 18x24	28.00

COCKS—

No.		Each	No.		Each
Ball 660—	½-inch	1.15	Floats 395—	5-inch	.80
	⅝-inch	1.40		6-inch	1.10
	¾-inch	1.75		7-inch	1.50
	1 -inch	2.85		8-inch	2.50
	1¼-inch	4.50		10-inch	4.75
1285	½-inch	2.25	Gas Hose —	⅜-inch	.80
	⅝-inch	2.50		½-inch	.85
	¾-inch	3.00		¾-inch	.50
	1 -inch	4.50			
	1¼-inch	7.00			

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.80	.85	.95	1.10	1.85	2.90	4.00	7.00

COPPER—Sheet, 70c lb.; Bars, round, 75c lb.; Tubing, 85c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.	Each		
8½ inch	2.85	6 pints	2.75
9½ inch	3.00	Tea Pots.	Each
10½ inch	3.35	2 pints	1.75
Coffee Pots.	Each	3 pints	2.00
3 pints	2.00	4 pints	2.25
4 pints	2.25	5 pints	2.50

COPPERS, SOLDERING—Family—
1 ..... 1.65
2 ..... 1.50
Tinners—
½ pound, per pair ..... .30
1 pound, per pair ..... .50
1½ pound, per pair ..... .70
2 Pound, per pair ..... .85
3 to 14 pounds ..... .80

CORD, SASH—Samson Spot (Hanks)—Common $1.15 per lb.; Silver Lake, $1.65 per lb.; No. 6 S, $2.50 hank; 7 S, $3.35; 8 S, 8SC, $4.00; 10 S, 10 SC, $6.50; 12 S, 12SC, $9.00; WP 12 SC (coils), $1.75 lb.
Phoenix (coils only)—No. 6 C, $1.25 lb; 7 C, $1.25; 8 C, $1.25; 10 C, $1.25; 12 C, $1.25; 14 C, 16 C, WP 8 C, $1.25; WP 8 C, $1.30.

CORD, TINNED PICTURE—
No. 0, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.

COTTERS—Hammer Lock or Regular Spring.

Length	1-16, 5-64, 3-32 in. 100	1000	⅛ in. 100	1000	5-32 in. 100	1000
½-inch	$ .20	$1.25	$ .30	$2.00	$ .35	$2.40
¾-inch	.25	1.40	.30	2.00	.40	3.00
1 -inch	.25	1.65	.35	2.25	.45	3.25
1¼-inch	.25	1.80	.40	2.55	.50	3.50
1½-inch	.30	2.05	.45	2.85	.60	4.00
2 -inch	.35	2.50	.50	3.40	.70	4.75
	3-16 in.		¼ in.		5-16 in.	
½-inch	$ .50	$3.75	.....	.....	.....	.....
1 -inch	.60	4.25	$1.00	$6.75	$1.75	$11.00
1¼-inch	.70	5.00	1.10	8.00	2.00	14.50
1½-inch	.80	5.50	1.25	9.00	2.00	14.50
1¾-inch	.90	6.00	1.50	10.00	2.25	16.00
2 -inch	1.00	6.75	1.75	11.50	2.50	17.50
2½-inch	1.10	7.75	2.00	14.00	3.00	20.00

CRAYON—Lumber, 10c; Soapstone, 5c.

CUTTERS—Pipe—Barnes, No. 1, $3.40 each; 2, $4.50; 3, $7.50; 4, $15.00; 5, $22.50; 6, $30.
Saunders—No. 1, $2.55 each; 2, $3.85; 3, $9.35; 4, $15.30.
Trimo—No. 1, $3.40 each; 2, $4.50; 3, $7.50.

DAMPERS—Stove Pipe—No. 3, 15c each; 4, 20c; 5, 20c; 6, 25c; 7, 35c; 8, 50c; 9, 65c; 10, 75c.

DIVIDERS—Wing, No. 1 and 2, 6-inch, 65c pair; 7-inch, 75c; 8-inch, 85c; 10-inch, $1.15. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14 inch, $2.50
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOLLIES—Timber—
No. 649, 6-inch ..... $9.00 No. 650, 8-inch $12.50

DOORS—Ash Pit—

8x8	1.60	10x12	3.85
8x10	1.75	12x15	4.50

ASH TRAPS—Common, 7x9, 70c; Adams Double, 80c.

DOORS—Screen, Black—

Common, ⅞-inch,	2-6x6-6	2.75
Common, ⅞-inch,	2-8x6-8	2.85
Common, 1⅛-inch,	2-6x6-6	3.25
Common, 1⅛-inch,	2-6x6-8	3.50
Common, 1⅛-inch,	2-10x6-10	3.75
Common, 1⅛-inch,	3x7	4.00

DRILLS—

Goodll-Pratt Bench Drills—

No.	Each	No.	Each.
8	7.25	87	12.00
8½	9.50	97	13.00
9½	13.25	118	7.50
10½	23.60		
490½	17.80	Yankee—Millers Falls, Hand—	
1003	13.00	1	3.50
1005	21.50	2	5.00
11	22.00	2B	4.25
Goodell-Pratt Breast Drills—		3A	3.75
6	5.85	5	3.75
07	5.50	98	5.75
245	5.00	105	3.50
279	13.25	306	4.75
Millers Falls (Breast)—		343	3.00
12	6.75	1980	6.00
12 A	6.25		

Drill Presses—Millers Falls

20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—

No.	Each.		
4	3.10	445	5.50
4½	2.55	455	6.25
5½	5.00	545	9.25
5½B	5.00	550	9.00
49	2.00	555	10.00
52	2.75	1430	3.25
53	3.30	1445	5.50
54	3.65	1455	6.25
154	5.00	1530	4.75
259	6.00	1540	7.50
329	3.10	1545	9.25
385	7.25	1550	9.00
379	3.30	1555	10.00

Chain Drills—Goodell-Pratt

307	4.50	318	6.60
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	2.65	44	3.00
42	2.00	50	3.75

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	.95	305	.50
301	.95		

Yankee Drill Points
Set of 8, 75c; each 10c.

Bits, Wood (Syracuse Pattern)

C 114 A, S 109 A—		C 114 A, S 109 A—	
2	.20	12	.45
3	.20	13	.50
4	.20	14	.50
5	.25	15	.55
6	.25	16	.60
7	.30	17	.65
8	.35	18	.70
9	.40	19	.75
10	.40	20	.80
11	.45	24	1.00

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RETAIL SELLING PRICES—Continued.

DRILLS—Continued—

Bit Stock

C 114, M 109 or M 309, and S 108—		C 114, M 109 or M 390, and S 108—	
1-16	.15	15-32	.80
3-32	.20	½	.90
7/64	.23	17-32	1.00
5-32	.25	9-16	1.10
3-16	.30	19-32	1.20
7-32	.35	5/8	1.30
¼	.40	11-16	1.40
9-32	.45	3/4	1.60
5-16	.55	13-16	1.80
11-32	.60	7/8	2.00
3/8	.65	15-16	2.20
13-32	.70	1	2.40
7-16	.75		

Straight Shank Jobbers

C 108, M 105 or M 330, S 105—		C 108, M 105 or M 330, S 105—	
1-32	.10	7-32	.20
3-64	.10	15-64	.25
1-16	.15	¼	.25
5-64	.15	9-32	.30
3-32	.15	5-16	.35
7-64	.15	11-32	.40
1/8	.15	3/4	.45
9-64	.15	13-32	.50
5-32	.15	7-16	.60
11-64	.20	15-32	.70
3-16	.20	½	.80
13-64	.20		

Straight Shank, Wire Gauge

C 108 A, M 107 or M 340, S 107—		C 108 A, M or 107 or M 340, S 107—	
1 to 5	.25	36 to 40	.16
6 to 10	.22	41 to 45	.16
11 to 15	.20	46 to 50	.15
16 to 20	.18	51 to 55	.15
21 to 25	.17	56 to 60	.15
26 to 30	.16	61 to 80	.10
31 to 35	.16		

ELECTRICAL SUNDRIES—

	Each
Attachment Plugs, No. 903, Benjamin	.25
No. 500, Bryant	.20
Bells, 2½-inch Eclipse, Iron Box	.75
3-inch Eclipse, Iron Box	.85
Buzzers, Iron Box	.75
Watch Case	.75
	Pair
Cleats, 2 and 3 wire, unglazed	.06
	Each
Clusters, No. 92, Benjamin, 2-light	1.15
No. 93, Benjamin, 3-light	1.50
No. 94, Benjamin, 4-light	1.75
Porcelain Rings for Clusters	.10
	Foot
Cord, No. 18, Green and Yellow Twisted Lamp	.05
No. 18, Heater, Twisted	.08
	Each
Fuses, 6, 10, 15, 20, 25, 30 amp	.10
Globes, 6x3¼, R. I. Ball	.60
8x3¼ or 4, Ball	1.25
Knobs, No. 5½, solid	.03½
No. 5½, split	.04½
Lamp Guards, Style A—16 C. P	.30
Style H—16 C. P	.35
Style H—32 C. P	.45
Loxon, 40 watt (guard only)	.65
Loxon, 60 watt (guard only)	.70
Key for Loxon Guards	.10
	Foot
Loom, 7-32 (250 feet in coil)	.08
¼ (250 feet in coil)	.09
	Each
Receptacles, No. 226, Porcelain Cleat	.25
No. 195, Freeman Key, brass	.65
No. 188, Freeman Key, brass	.75
Rosettes, No. 819, Cleat	.15
No. 333, Concealed	.25
Switches, No. 400, Common Snap	.45
No. 403, Indicating Snap	.50
No. 459, 3-way Snap	.85
No. 4401, Single Pole Push	.60
No. 4403, 3-way Push	.75
No. 707, Single Pole, 1-way Baby Knife	.35
No. 708, Single Pole, 2-way Baby Knife	.60
No. 709, Double Pole, 1-way Baby Knife	.65
No. 710, Double Pole, 2-way Baby Knife	.80
Sockets, ⅛-inch and Pendant Cap Key BB	.45
Pull Chain	.85
Shades, 8-inch Cardboard	.55
10-inch Cardboard	.60
8-inch Flat Porcelain	.50
10-inch Flat Porcelain	.75
Shade Holders, 2¼-inch P. & A., BB	.15
3¼-inch P. & A., BB	.25
Tubes, Porcelain, 5-16x3	.02½
5-16x4	.04½
5-16x5	.06
5-16x6	.07
	Lb.
Tape, Durafix Friction, ½-lb. rolls	.80
Sticktite Friction, ½-lb. rolls	.80
Paraweld Rubber, ½-lb. rolls	.80
	Foot
Wire, No. 10, S. B. Solid R. C	.05
No. 12, S. B., Solid R. C	.03
No. 14, S. B., Solid R. C	.02½
	Lb.
No. 18, Single Bell	.90
No. 20, Twisted Bell	.90
	100 Feet
No. 18, Black R. C. Fixture	1.00

ELBOWS—Conductor

Pl. Rd.		Rd. Adj.	
2-inch	.35	1½-inch	.25
3-inch	.50	2-inch	.20
4-inch	.60	3-inch	.25
Corrugated—Conductor		Shoes	
2-inch	$ .25	2-inch	$ .25
3-inch	.30	3-inch	.30
4-inch	.45	4-inch	.45
5-inch	.90	5-inch	.90

EMERY—Grain—

No. 60, per lb	$ .25	Flour Emery—	
No. 70, per lb	.25	Per lb	.25
No. 80, per lb	.25	Stones—(See Stones)	
No. 90, per lb	.25	Cloth—(See Cloth)	
No. 100, per lb	.25	Wheels—(See Wheels)	
No. 120, per lb	.25		

FASTENERS, Casement (Bronze)—No. 722, all finishes, 45c each; 724, 45c; 732, 45c; 734, 45c; 2061, $1.60; 02162 EA, SHA, E, 65c; 02162 F, 55c; 02163 EA, E, 75c; 2164 EA, SHA, $1.00; 2164 E, $1.00.
Steel—No. 622 R, EA, 20c each; 622 KF, SHA, SHB, SR, E, 25c; 624 R, EA, 20c; 624 KF, SHA, SHB, SR, E, 25c; 632 R, EA, 20c; 632 KF, SHA, SHB, SR, E, 25c; 634, R, EA, 20c; 634 KF, SHA, SHB, SR, E, 25c; 3163 R, EA, 40c; 03163 E, 45c; 3164, EA, 40c; 3164 SHA, E. & F., 45c.

FASTENERS, Sash (Bronze) — No. 582 EA, 35c each; 582 SHA, SHB, E, 40c; 815 EA, 30c; 815 SHA, E, 35c; 1831½ EA, SHA, E, 80c.
Cast Iron and Steel—No. 324, 15c; 324 R, EA, 15c; 324 E, 15c; 500 R, EA, 15c; 500 KF, E, 15c; 542 R, EA, 10c; 542, SR, SHA, KF, E, 10c; 542, SHB, 10c; 800 R, EA, 10c; 800 SHA, KF, E, 10c; 1831½ F, 50c; 33131 R, EA, 20c; 33131 KF, SHA, E, 25c.

FAUCETS—Cork Lined—

7-inch each	$ .15	8-inch, each	$ .20
		9-inch, each	.25

FELT—Deadening. Size Roll, ¾-lb., $3.00; 1-lb., $4.00; 1½-lb., $6.00. Tarred, 250-ft. roll, $1.50 each; 500-ft. roll, $3.00 each.

FIBRE WARE—

Funnels—

No.	Each
02F	1.25
04F	1.60

Keelers—

7F	1.50
11F	1.75
16F	2 25
21F	3.00

Lunch Boxes—

100	.25
200	.30
300	.35
350	.40

Measures—

No.	Each
1F	1.50
2F	2 00
4F	2.25
8F	2.75

Pails—

12F	1.50

Spittoons—

17F	2.00
18F	2.75
19F	2.75

Tubs—

38F	4.00
50F	4.65
60F	5.25
80F	6.75

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	.90	.20	⅛ inch	2.70	.15
3-16 inch	1.25	.20	3-16 inch	3.75	.20
¼ inch	1.50	.25	¼ inch	4.50	.25
5-16 inch	2 25	.45	5-16 inch	6.50	.45
⅜ inch	3.00	.60	⅜ inch	9.00	.60
½ inch	5 50	.80	½ inch	16.50	.80
⅝ inch	17.50	...			
¾ inch	27.50	...			

FILES—Band saw, slim, 4 inches long, 20c each; 5, 25c; 6, 30c; 8, 40c; 10, 65c. Knife, bastard, 4, 35c; 5, 40c; 6, 45c; 8, 55c; 10, 65c. Regular Taper, 3-3½, 15c; 4, 15c; 4½, 15c; 5, 20c; 5½, 20c; 6, 25c; 8, 35c; 10, 55c. Slim Taper, 3-3½, 15c; 4, 15c; 4½, 15c; 5, 20c; 5½, 20c; 6, 25c; 8, 30c; 10, 40c. Warding, bastard, 4, 25c; 5, 30c; 6, 30c; 8, 40c. Flat, bastard, 3-4, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 45c; 12, 60c; 14, 85c; 16, $1.10. Half Round, bastard, 3-4, 30c; 5, 35c; 6, 40c; 8, 45c; 10, 60c; 12, 75c; 14, $1.00; 16, $1.30. Mill Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 90c. Round Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 90c. Square Bastard, 3-4, 25c; 5, 30c; 6, 30c; 8, 35c; 10, 45c; 12, 70c; 14, 90c; 16, $1.15.

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75. Am. Heavy; 17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

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RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Eveready Daylos—

Tubular Nos.	2602	2604	2612	2616	2619	2627	2628
Complete ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.35	$1.10
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	.85	.75

Tubular Nos.	2630	2631	2632	2633	2634	2638	2659
Complete, ea.	$1.55	$1.85	$2.25	$2.75	$2.35	$3.10	$3.25
Case & Bulb, ea.	1.05	1.50	1.75	2.25	2.00	2.75	2.75

Pocket Nos.	6954	6961	6962	6971	6972	6991	6992
Complete, ea.	$1.25	$1.00	$1.25	$1.00	$1.25	$1.25	$1.50
Case & Bulb, ea.	.95	.70	.85	.70	.85	.95	1.10

Tubular Battery Nos.			705	706	790	791
Battery only, each	$ .50	$ .25	$ .35	$ .80		

Pocket Battery Nos.	700	703	750	751	792	793
Battery only, each	$ .30	$ .40	$ .30	$ .40	$ .30	$ .45

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Bulb ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40

Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Bulb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25

Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	1.00	1.25	1.25	1.35	1.50	1.65	1.90
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Chain Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each ... $1.00 $1.10 Battery only, each .. $ .25
Case and Bulb, each .75 .85
Battery only,

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $15.00; No. 151 Chicago, $17.50

FREEZERS—Arctic—

Qts.	Each.		
1	4.00	2	5.65
2	4.60	3	6.75
3	5.55	4	8.25
4	6.80	6	10.45
6	8.60	8	13.50
8	11.10	10	18.00
Toy	4.00	12	21.55
White Mountain		15	25.60
#1	4.85	20	33.20

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.75; 14-in., $1.85; 16-in., $2.00.

GARBAGE CANS—(See Cans)

GATES—Molasses and Oil—
Perfection—½-inch, 75c each, ¾-inch, $1.15; 1-inch, $1.25; 1¼-inch, $1.50; 1½-inch, $1.85; 2-inch, $2.00.
Stebbin's Pattern—1-inch, 35c each; 1⅛-inch, 40c; 1⅜-inch, 45c; 1⅝-inch, 50c; 1 13-16 inch, 60c.

GAUGES—Butt—

No.	Each	No.	Each
93	1.65	77	1.40
94	1.85	71	.85
95	1.75	90	.75
95½	1.35	91	1.40
Marking		92	2.25
61	.15	97	1.00
64	.40	98	1.90
65	.85		

Lock Fast—½-inch, $1.15 each; ¾-inch, $1.35; 1-inch, $1.50; 1¼-inch, $1.85; 1½-inch, $2.25.
Enterprise, Self Measuring—No. 61, Faucet, $6.00; 97, Pump, $14.50.
Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I C, $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—

3B Grade—	Large Lots	Small Lots
Single Strength	70%	65%
Double Strength	70%	65%
Extras for Putting In Glass—		Per light
First 3 Brackets		.50
Second 3 Brackets		.75
Third 3 Brackets		1.00
Larger Lights	75c per hour, per man	

GLASSES—

Ground Level—		Proved Level—	
1¾	$ .50	1¾	$ .10
2	.60	2	.10
2½	.65	2½	.15
3	.70	3	.15
3½	.75	3½	.20

GLASSES, GAUGE— Standard.

	⅜	½ & ⅝	¾	Extra Heavy ½ & ⅝	¾
6	.25	...	...	...	....
8	.25	...	...	...	....
10	.25	.25	.30	.55	.75
12	.25	.30	.35	.60	.90
14	...	.35	.45	.70	1.05
16	...	.40	.50	.85	1.25
18	...	.45	.55	.95	1.35
20	...	.65	.80	...	....
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Peay, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 50c.
Railroad—No. 39 Clear, 20c each; 39 Green or Red, 30c.
Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 20c each.

GLUE—Dry—

No. or Brand	Lb.
AAA	.55
B	.60
CX	.40
D	.30
GX	.55
LXX	.45

Imperial Liquid—

Size	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	½ Gal.
List, Doz.	1.06	1.80	2.80	4.50	7.00	11.25	21.00
Sug. Ret., Ea.	.10	.20	.25	.40	.65	1.00	1.75

Le Page's Liquid—

Size	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, Doz.	1.60	1.65	1.80	2.80	4.50	7.00	11.25
Sug. Ret., Ea.	.15	.15	.20	.25	.40	.65	1.00

GOUGES—Bucks, Firmer—

Size, inches	¼	⅜	½	⅝	¾	⅞
List, Doz.	7.75	8.25	8.75	9.30	10.10	11.10
Sug. Ret., Ea.	1.00	1.10	1.20	1.25	1.35	1.50
Size, inches		1	1¼	1½	1¾	2
List, Doz.		11.65	13.05	14.50	16.00	17.95
Sug. Ret., Ea.		1.60	1.75	2.00	2.25	2.50

Bucks, Turning—

Size, inches	¼	⅜	½	⅝	¾	⅞
List, Doz.	4.45	4.80	5.30	5.65	6.45	7.30
Sug. Ret., Ea.	.60	.65	.75	.80	.90	1.00
Size, inches		1	1¼	1½	1¾	2
List, Doz.		8.05	10.15	12.95	15.05	18.35
Sug. Ret., Ea.		1.15	1.40	1.75	2.00	2.50

P. S. & W. Firmer—

160—	⅛ inch	1.10	1 inch	1.45
	⅜ inch	1.15	1¼ inch	1.55
	½ inch	1.20	1½ inch	1.75
	⅝ inch	1.25	1¾ inch	1.95
	¾ inch	1.30	2 inch	2.25
	⅞ inch	1.40		

GALVANIZED WARE—

Boilers, Coffee

No.	Each
801½	.90
802	1.10
803	1.35
804	1.90
806	2.15
808	2.60
810	3.00
812	3.40

Boilers, Wash

407 A	2.00
408 A	2.45
409 A	2.65

Bowls, Wash

70	.25
80	.35

Buckets, Fire

112	.75
114	.85
314	.95

Buckets, Well

101	.85
121	.95
141	1.05

Cans, Ash

2½	4.80
3	5.75
4	6.75
5	7.75

Cans
Garbage, Smooth or Corrugated

145 (16)	6.75
200, 2	1.00
300, 3	1.35
400, 4	1.65
500, 5	1.90
600, 6	2.25
700, 7	2.75
800 (80)	6.25
900 (90)	7.25

Gasoline Cans

1 P & B	3.00
110	.75
255	2.00
605	2.25

Oil Cans

01	.55
02	.90
25	2.00
105	1.65
205	1.85

Dippers

210	.25

Coal Hods

616	1.00
617	1.10

Camp Kettles

1 Gallon	.40
1½ Gallon	.55
2 Gallon	.70
3 Gallon	.90
4 Gallon	1.05

Cement Pails

140	2.00
1140	2.50

Chamber Pails

410	1.10
412	1.20

Stock Pails

12 S	.80
14 S	.90
16 S	1.00
18 S	1.10
20 S	1.25

Water Pails

8	.50
10	.55
12	.60
14	.70
16	.80
320	1.05

Refrigerator Pans

1	.65
2	.75
3	.85

Watering Pots, or Sprinklers

514	.90
516	1.00
518	1.25
520	1.50
522	1.75
526	2.00

Foot Tubs

50	.75
51	.85
52	.95
53	1.15
54	1.50

Wash Tubs

0	1.25
1	1.50
2	1.75
3	2.00
10	2.25
20	2.50
30	2.75
410 S	2.25
420 S	2.50
430 S	2.75

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RETAIL SELLING PRICES—Continued.

GRATES—

Air Tight Heater—

3 H	16 in.	1.75
4 H	18 in.	2.00
5 H	20 in.	2.25

Basket Fire Place—

1572	20 in.	7.75
	24 in.	8.75
	27 in.	10.00
1573	20 in.	8.00
	24 in.	8.75
	27 in.	10.00
1574	16-in. Low Back	6.75
	18 in. Low Back	7.00
	20 in. Low Back	7.25
	22 in. Low Back	7.50
	24 in. Low Back	8.25
	27 in. Low Back	9.00

GRAPHITE—Flake, per lb., 75c.

GRINDSTONES—Family, No. 020 7-inch, $2.50 each; 8-inch, $2.75; 10-inch, $3.25; 12-inch, $3.75. Loose, 15 to 40 lbs., $6.00 cwt.; 40 to 200 lbs., $5.50; over 200, $6.00. Mounted. No. 710, 1-inch, $8.50 each; 2, $9.50; 3, $10.00; 04, $11.50; 05, $9.50; 015, $17.50; 025, $11.50. Fixtures, 15-inch, $1.10 set; 17, $1.40; 19, $1.65.

HACKSAWS—

Lenox, Power. Lght.	Wdth.	Lt.	Heavy.
8"	9-16	.90	....
10"	⅝	1.15	....
10"	¾	1.35	1.95
10"	1	....	2.45
12"	⅝	1.35	....
12"	¾	1.60	2.35
12"	1	2.30	2.95
14"	⅝	1.70	....
14"	¾	1.90	2.75
14"	1	2.65	3.50
16"	¾	2.15	3.15
16"	1	3.05	3.90
17"	¾	2.30	....
17"	1	3.25	4.15

Hand, Star and Lenox

Length.	Each	Doz.
8-inch	.10	.75
9-inch	.10	.85
10-inch	.10	1.00
11-inch	.10	1.10
12-inch	.15	1.20

Hand, Victor

8-inch	.10	.85
9-inch	.10	.95
10-inch	.15	1.10
12-inch	.15	1.25

HAMMERS—Maydole Carpenters' Nail—No. 1, $1.45 each; 1½, $1.35; 2, $1.30; 3, $1.15; 11, $1.45; 11½, $1.35; 12, $1.30; 12½, $1.15; 13, $1.10; 14, $1.00; 200, $1.90; 611½ $2.00; 710, $1.80; 711, $1.60; 711½, $1.50; 712, $1.35; 811½, $1.65. Maydole Brad—No. 926, 95c each; 927, 90c. Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50 each. Maydole Machinist Ball Pein—No. 375, $1.90 each; 376, $1.80; 377, $1.70; 378, $1.60; 379, $1.50; 770, $2.00; 770½, $1.75; 771, $1.60; 772, $1.45; 773, $1.30; 774, $1.20; 775, $1.10; 776, $1.00; 777, 95c; 778, 90c.

HAMMERS—V & B Vanadium, No. 41½, $2.00 each; Nail Hammers, No. 11½, $1.50; Ball Pein, No. 2, $1.25.

HANDLES—Adze, No. 320, House, 90c each; 321, Ship, 90c. each.
Auger—No. 1, $1.00 each; 2, $1.00 each; 3, $1.35 each; 4, $4.50 each; 5, $3.00 each.
Axe, Broad—No. 315, 85c each.
Axe, Double Bit—No. 312, 75c each.
Axe—Single Bit—No. 101, 90c each; 102, 90c; 103, 80c; 201, 65c; 302, 75c; 401, 50c; 502, 65c; 602, 50c; 505 Freighters, 60c; 506 Boys', 50c; 507 Boy Scout, 15c; 00 Hunters, 20c; 1 Hunters, 20c.
Chisel, No. 22, 10c each; 23, 25c each; 95, 15c each; 608, 15c each; 616, 15c each; 617, 15c each; 620, 10c each; 621, 10c each.
Drawer, No. 2, all finishes, .65 each; 2½, 60c each; 7, 30c each; 11, 25c each; 01000, 30c each; 01007, 35c each; 01013, 35c each; 9854, 30c each.
File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55 (5), 20c each.
Hammer:
Adze Eye No. 11, 25c each; 13, 25c each; 15, 20c each; 19, 20c each; 111L, 15c each; 115L, 15c each; 124L, 15c each Farriers No 23, 20c each
Machinist No. 25, 14-inch, 20c; 16-inch, 20c; 18-inch, 25c; 20-in., 25c. Machinist No. 29, 16-in., 20c· 18-in., 25c. Machinist No. 33, 18-inch, 25c. Machinist No. 135, 14-inch, 15c; 16-inch, 15c; 18-inch, 15c. Riveting No. 21, 12 and 13 inch, 20c each.
Hatchet, Box No. 43, 13½-inch, 20c each; Broad No. 39, 16-inch, 25c each; Broad No. 39, 18-inch, 30c each; Broad No. 40, 16-inch, 25c each; Broad No. 40, 18-inch, 25c each; Claw No. 37, 14-inch, 20c each; Claw No. 137L, 14-inch, 20c each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 13 inch, 20c each; Shingling No. 35, 14-inch, 25c each
Hoe, OXR, 4½, 35c each; XR, 4½, 35c each; XRM, 5½, 55c each; XRM, 6, 75c each; XRMC, 6, 75c each; XG, 4½, 55c each; XMH, 4½, 60c each; XMH, 5, 65c each; XP, 51¾, 55c each; XP, 52, 65c each; XP, 52½, 65c each, XP, 52¼ 75c each; 530, Grub, 70c each.
Maul, No. 335, 75c each; 336, 75c each.
Mop, No. 7, 30c each; 30, 50c each.
Pick, No. 327, Drifting, 85c each; 427, Drifting, 50c each; 527, Drifting, 60c each; 627, Drifting, 50c each; 325, Surface, $1.00 each; 425, Surface, 50c each; 525, Surface, 75c each; 625 Surface, 60c each.
Rake, XR, 5½, 50c each; XR, 6, 60c each.

HATCHETS—Box, No. USD 2, Underhill's, $2.75 each; 3010, Plumb's, $2.50; 3011, Plumb's, $2.75; 3005, Plumb's, $2.00. Broad, No. TB 1, Plumb's, $2.00 ea.; TB 2, Plumb's, $2.10; TB 3, Plumb's, $2.25; TB 4, Plumb's, $2.50; TB 5, Plumb's, $2.75; PTB 1, Philadelphia, $1.75; PTB 2, Philadelphia, $1.85; PTB 3, Philadelphia, $2.00; PTB 4, Philadelphia, $2.25; PTB 5, Philadelphia, $2.50; 640, Plumb's, $2.00; 641, Plumb's, $2.25; 642 Plumb's, $2.50; 643, Plumb's, $2.75; 644, Plumb's, $3.10; 2991, Plumb's, $2.00; 2992, Plumb's, $2.25; 2993, Plumb's, $2.50; 2994, Plumb's, $2.75; 2995, Plumb's, $3.10; 2996, Plumb's, $3.40.
Claw, No. TC 1, Plumb's, $1.75 each; TC 2, Plumb's, $2.00; TC 3, Plumb's, $2.10; PTC 1, Philadelphia, $1.35; PTC 2, Philadelphia, $1.50; PTC 3, Philadelphia, $1.65; 93, All Steel $1.00; 610, Plumb's, $1.50; 611, Plumb's, $1.65; 612, Plumb's, $1.85; 2971, Plumb's, $1.65; 2972, Plumb's, $1.75; 2973, Plumb's, $1.85.
Derrick, 582, Plumb's, $2.50 each.
Flooring, 2985, Plumb's, $2.25 each; 2986, Plumb's, $2.40; 2987, Plumb's, $2.60.
Half, No. TH 1, Plumb's, $1.75 each; TH 2, Plumb's, $2.00; TH 3, Plumb's, $2.00; 600, Plumb's, $1.50; 601, Plumb's, $1.75; 602, Plumb's, $1.85; 2961, Plumb's, $1.60; 2962, Plumb's, $1.80.
Lathing, No. TL 1, Plumb's, $1.65 each; TL 2, Plumb's, $1.75; 100, Underhill's, $2.50; 110 Underhill's, $2.75; 545, Plumb's, $2.15; 620, Plumb's, $1.55; 621, Plumb's, $1.75; 1960 Plumb's, $2.15; 1961, Plumb's, $2.85; 1962, Plumb's, $3.00; 2980, Plumb's, $1.75; 2981, Plumb's, $1.85; 2982, Plumb's, $2.00.
Shingling, No. PTS 1, Philadelphia, $1.35 each; PTS 2, Philadelphia, $1.40; PTS 3, Philadelphia $1.50; TS 1, Plumb's, $1.75; TS 2, Plumb's, $1.85; TS 3, Plumb's, $1.85; 90, All Steel, 70c; 565, Plumb's, $2.40; 591, Plumb's, $1.50; 592, Plumb's, $1.65; 593, Plumb's, $1.75; 2951, Plumb's, $1.50; 2952, Plumb's, $1.65; 2953, Plumb's, $1.75, Warehouse, No. 650 W, Plumb's, $3.00 each.

HEADS (MOP)—Cotton, No. 9, 40c each; 12, 55c; 15, 70c; 18, 80c.
Linen, No. 012, 60c each; 015, 75c; 18, 90c; 020, $1.00.

HINGES AND BUTTS (Screws included)—
Hinges—
No. 900 Lt. Strap Hinges.

	Pair
3-inch	.20
4-inch	.25
5-inch	.25
6-inch	.30

No. 904 Lt. Tee Hinges—

	Pair
3-inch	.20
4-inch	.25
5-inch	.25
6-inch	.30

No. 935 Cor. Strap Hinges—

	Pair
4-inch	.25
5-inch	.35
6-inch	.45
8-inch	.60
10-inch	.85
12-inch	1.35

No. 937 Cor. Tee Hinges—

	Pair
4-inch	.40
5-inch	.50
6-inch	.60
8-inch	.85
10-inch	1.25
12-inch	1.65

BUTTS—
Butts—No. 838.

	Pr.	Dz. Pr.
¾-inch	.10	.70
1-inch	.10	.80
1¼-inch	.10	.85
1½-inch	.10	.95
1¾-inch	.10	.95
2-inch	.15	1.05
2¼-inch	.15	1.30
2½-inch	.20	1.45
2¾-inch	.20	1.65
3-inch	.20	1.95
3½-inch	.25	2.25
5½x5½-inch		1.25

No. 840

1½-inch	.15	1.35
1¾-inch	.15	1.60
2-inch	.15	1.65
2¼-inch	.20	1.75
2½-inch	.20	1.90
2¾-inch	.20	2.00
3-inch	.25	2.25

No. 733

2½x2½-inch	.40
3x3-inch	.45
3½x3½-inch	.50
4x4-inch	.55
4½x4½-inch	.80
5x5-inch	1.00
5½x5½-inch	1.35
6x6-inch	1.50

No. 731½

2½x2½-inch	.35
3x3-inch	.40
3½x3½-inch	.45
4x4-inch	.50
4½x4½-inch	.70
5x5-inch	.90

No. 241 F&D2

2½x2½-inch	.40
3x3-inch	.45
3½x3½-inch	.50
4x4-inch	.55
4½x4½-inch	.85
5x5-inch	1.00
5½x5½-inch	1.40
6x6-inch	1.70

No. 241 SF2

2½x2½-inch	.50
3x3-inch	.50
3½x3½-inch	.55
4x4-inch	.60
4½x4½-inch	.90
5x5-inch	1.05
5½x5½-inch	1.60

No. 160 F&D2

2½-inch	.45
3-inch	.50
3½-inch	.60
4-inch	.70
4½-inch	.90

241 H&N

2½x2½-inch	.55
3x3-inch	.60
3½x3½-inch	.55
4x4-inch	.70
4½x4½-inch	.95
5x5-inch	1.45
5½x5½-inch	1.65
6x6-inch	1.95

160 N

2½-inch	.55
3-inch	.65
3½-inch	.70
4-inch	.80
4½-inch	1.00

160 SF2

2½-inch	.45
3-inch	.50
3½-inch	.55
4-inch	.70

165 F&D2

1½-inch	.35
2-inch	.45
2½-inch	.50
3-inch	.65
3½-inch	.75
4-inch	.90
4½-inch	1.05

165 N&SF2

1½-inch	.45
2-inch	.50
2½-inch	.50
3-inch	.60
3½-inch	.65
4-inch	.70

295 F&D2

	Pr.	Dz. Pr.
1½-inch	.25	2.60
2-inch	.30	3.00
2-½inch	.35	3.30
3-inch	.40	3.90

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RETAIL SELLING PRICES—Continued.

HINGES—Continued—

295N	Pr.	Dz. Pr.
1½-inch	.35	3.60
2-inch	.40	4.00
2½-inch	.45	4.10
3-inch	.50	4.95

289 F&D2	Pr.	Dz. Pr.
2x2-in.	.30	3.15
2½x2-in.	.35	3.30
2½x2½-in.	.40	3.85
3x3-in.	.50	4.85

289N		
2x2-in.	.45	4.50
2½x2-in.	.50	4.75
2½x2½-in.	.50	4.85
3x3-in.	.60	6.00

295 SF2		
1½-inch	.30	3.15
2-inch	.35	3.35
2½-inch	.40	3.75
3-inch	.45	4.25

295H		
1½-inch	.30	3.15
2-inch	.35	3.35
2½-inch	.40	3.75
3-inch	.45	4.25

289 SF2		
2x2-in.	.30	3.10
2½x2-in.	.35	3.25
2½x2½-in.	.40	3.35
3x3-inch	.45	4.85

289 H	Pr.	Dz. Pr.
2x2-in.	.35	3.35
2½x2-in.	.40	3.45
2½x2½-in.	.40	3.60
3x3-in.	.45	4.75

HINGES—FLOOR—	Set
Bommr, D 15	1.50
R, EA, 315	1.60
SHA, E, 265	1.75
Ch'go, R, EA, KF, 200	3.50
SHA, E, 200	4.00
R, EA, KF, 230	4.25
SHA, E, 230	4.50
Corbin, D, R, EA, 512	1.75
SHA, E, 512	1.85
Katz, R, EA, KF, 2	1.35
SHA, E, 2	1.50
R, EA, KF, 3	3.25
SHA, E, 3	4.00
R, EA, KF, 3½	3.75
SHA, E, 3½	4.00
Rixon, 7	10.75
8	11.25
10	12.00
15	14.50
20	25.00
25	32.00
30	38.00
40	62.00
Standard, R, EA, 450	6.75
SHA, E, 450	7.25
R, EA, 452	10.50
640 R, EA, cast	.80
640 KF, SHA, E, cast	.85
680 EA, E, cast	4.50
10 Porcelain	1.75
60 and 160, wire	.20
70 and 170, wire	.25
80 wire	.25
270 wire	.25
470 wire	.35
1170	.35
Clothes Line—	Ea.
2	.10
3	.10
22	.15
28	.15
Grass—	
2, 3 and 4	.05
A2, A3, and A4	.65
5	.60
6	.75
23	.90
70	.50
75	.50

HODS—Coal—

Open Japanned—	
15	.60
16	.70
17	.80
18	.95
20	1.10

Open Galvanized—	
15	.90
16	1.00
17	1.15
18	1.25
20	1.60

HOLLOW WARE, CAST IRON—Dutch Ovens, No. 8 E, $3.75 each; 9 E, $4.25; 10 E, $5.00; 11 E, $6.00; 10-inch, $2.00; 11-inch, $2.40; 12-inch, $2.85; 13-inch, $3.25; 14-inch, $4.00; 10-inch lids, $1.00; 11-inch lids, $1.10; 12-inch lids, $1.35; 13-inch lids, $1.60; 14-inch lids, $1.80.

Griddles—No. 17, $1.05 each; 18, $1.15; 19, $1.35; 20, $1.75; 010, $1.75; 012, $1.95; 014, $2.50.

Kettles, Stove—No. 7, $2.75 each; 8, $3.25; 9, $3.90; 07, $2.75; 08, $3.25; 09, $3.90.

Pots, Stove—No. 17, $3.50 each; 18, $4.00; 19, $4.65; 017, $3.50; 018, $4.00; 019, $4.65.

Skillets or Spiders—No. 3, 90c each; 4, $1.00; 5, $1.05; 6, $1.15; 7, $1.20; 8, $1.35; 9, $1.65; 10, $1.95; 11, $2.35; 12, $2.75; 70, $1.15; 80, $1.20; 90, $1.35.

Scotch Bowls—No. 2, $1.75 each; 3, $2.10; 4, $2.40.

Waffle Irons—No. 7, $2 25 each; 8, $2.50; 9, $2.75; 7-D, $2 65; 8-D, $3.00; 9-D, $3.50; 11, $3.00; 12, $4.75; 14, $9.75.

HOLLOW WARE, STEEL—
Fry Pans, Acme—No. 00, 15c each; 0, 25c; 1, 30c; 2, 35c; 3, 40c; 4, 45c; 5, 50c; 6, 60c.
Griddles—No. 108, $1.00 each; 109, $1.15; 110, $1.30; 210, 50c; 212, 60c; 214, 70c.
Skillets or Spiders—No. 27, $1.00 each; 28, $1.15; 29, $1.35; 07, 35c; 08, 40c; 09, 45c.

HOOKS AND EYES—(Price per dozen)—

No.	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.10	.20
13 or 113	.10	.15	.10	.15
14 or 114	.10	.10	.10	.10

Gate Hooks and Eyes— Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.85
No. 1040, brass	.75	.90	1.10	1.50	1.75	2.00	3.50

Ceiling—	Each.
35 Cast	.35
63 R, EA, cast	1.15
63 KF, SHA, Cast	1.25
135 Cast	.35
4 wire	.25
6 wire	.25
8 wire	.30
46 wire	.40
104 wire	.40

Coat and Hat—	
20 cast	.50
75 and 175, cast	.35
89 cast	.75
92 cast	.95
98 cast	.95
240 R, EA, cast	.90
240 KF, E, cast	1.00
640 Cast	.55
D 640, cast	.65

Hammock—	
128	.10
138	.15

Harness—	
9	.20
12	.30
13	.65
15	.25
16	.30
82	.25
283	.70

Hay Fork—	
120, ⅝-inch	.25
120, ¾-inch	.35
122, ¼-inch	.10
122, ⅜-inch	.15
122, 7-16 inch	.20
122, ½-inch	.25

HOSE COUPLINGS—Com. Size ½, each 35c; ⅝, 35c; ¾, 35c.

HOSE (GARDEN)—
Coupled 50-foot Lengths—Aztec, ½-inch, 22c ft. Aztec, ¾-inch, 26c foot. Deluge, ½-inch, 21c; Deluge, ¾-inch, 25c. Delphos, ½-inch, 18c foot; Delphos, ¾-inch, 21c. Sierra, ½-inch, 23c; Sierra, ¾-inch, 28c; Simi, ½-inch, 15c; Simi, ¾-inch, 19c. Summit, ½-inch, 17c; Summit, ¾-inch, 20c. Ten Cee—½-inch, 15c; Ten Cee, ¾-inch, 19c. Torrent, ½-inch, 21c; Torrent, ¾-inch, 25c. Arrow, plain, ½-inch, Arrow, WW, ¾-inch, 23c. Whirlpool, ½-inch, 17c; Whirlpool, ¾-inch, 20c.

Reel—Not coupled—Endurah, ½-inch, 22c; ¾-inch, 26c. Goodrich Ribbed, ½-inch, 25c; Goodrich Ribbed, ¾-inch, 29c. Utility, ½-inch, 18c; ¾-inch, 21c.

HOTPOINT GOODS—
Chafing Dishes—No. 20501, $10.00 each; 20502, $16.00; 20503, $18.50.
Coffee Percolators — No. 20610, $10.00 each; 20611, $10.00; 20620, $12.50; 20621, $12.75; 20622, $15.75; 20650, $15.75; 20651, $19.50; 20652, $23.00.
Grills—No. 20101, $9.50 each; 20103, $11.50; 20104, $10.50.
Percolator Sets — No. 414S4, $40.75; 414S6, $32.75; 415S5, $39.25.
Curling Irons—No. 112L1, $7.00; 112L2, $6.00.
Heaters—No. 30501, $20.00 each; 30502, $27.00; 30503, $36.25; 30603, $28.75; 30604, $40.25.
Heating Pads—No. 50142, $6.50 each; 50151, $9.00.
Immersion Heaters—No. 50201, $6.00 each; 50202, $7.00; 50203, $8.00.
Irons—No. 10715, $19.00 each; 10720, $20.50; 10725, 26.00; 11203, $5.75; 11205, $6.75; 11206, $6.75; 11307, $9.00; 11308, $9.00; 11310, $10.00; 11312, $15.00; 11315, $16.50; 20504, $3.00.
Ovenette—No. 40701, $5.00 each.
Stoves—No. 20301 $6.50 each; 20302, $7.00; 40101, $8 50; 40102, $10.25; 40103, $14.25; 40104, $16.50; 40105, $19.50; 40106, $7.25.
Toaster—No. 114T5, $6.75 each; 114T5½, $6.25; 115T1, $6.75.
Vacuum Cleaners—No. 60102, $37.50 each; 60103, $42.00. Attachments, $10.00.

IRON—Bars, Small Lotes. (Cutting Extra)

Common Bar	.06 lb. Base
Angle Iron, ⅛-inch	.10
Angle Iron, 3-16-inch	.08
Angle Iron, ¼-inch and heavier	.07¾

Rd., sq. and sq. twisted—	Base
¼-inch and smaller	7.50
5-16 inch	7.00
⅜ to 2¾-inch	6.50
3-inch and larger	7.50
Flats, all sizes	6.50

IRONS—Sad. Common, 16c lb.
Mrs. Potts—No. 50, $3.15 set; No. 55, polished iron, $3.00 set; No. 550, 12 lbs., $2.70 set.
Sensible Laundry—No. 25, $3.00 set; Asbestos Laundry, No. 70, $3.00 set; G. Pressing, 15c lb.; T Tailors' Goose, 15c lb.; N Gasoline, $5.25 each.

JACKS—Bell Bottom, add 20% to list.
Wagon—Lanes—0L, each $1.75; 1L, $2.50; 2L, $3.50; 3L, $6.75.

KNIVES AND FORKS—Iron handled, $1.75.

KNIVES—Hay—Lightning, $2.00; Iwan Sickle, $2.50; Iwan Serrated, $2 50; Heath's Upright, $2.25. Corn—Corn King, 50c; No. 12 Hooks, 65c.

LACING—Belt—

Rawhide, Cut			
Size ¼, per ft.	.04	3, coil	.80
Size 5-16, per ft.	.05	O M, 1 M, 2 M, 3 M, spl	.80
Size ⅜, per ft.	.06		
Size ½, per ft.	.08	Hooks	Doz.
Size ⅝, per ft.	.10	10	.05
Size ¾, per ft.	.12	9	.05
Wire		8	.05
0 and 1, coil	.65	7	.10
2, coil	.65	6	.10

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

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RETAIL SELLING PRICES—Continued.

LANTERNS—Boys'—No. 539, 45c each; 1590, Cadet, 25c.
Dash—No. 321, Prisco, $2.00 each; 331, Prisco, $2.25.
Cold Blast Tubular—No. 320, Prisco (Little Wizard), $1.85 each; 400, Prisco (Nustyle), $1.65, 477, Prisco, $1.50
Hot Blast Tubular—No. 165, Prisco, $1.00 each; 165R, Prisco (Ruby), $1.50; 176, Prisco (Bullseye), $1.50; 217, Prisco, $1.00.

LANTERNS—Dietz Tubular.

Hot Blast Lanterns
Little Star Tin Lanters .90
Hy-Lo Tin Lanterns.. .90
Victor Tin Lanterns.. .95
Monarch Tin Lanterns .95
O. K. Tin Lanterns.. .100
No. 2 Royal Tin Lants. 1.10
Cold Blast Lanterns
Junior Tin Lanterns.. 1.00
Junior Brass Lanterns 1.75
Junior Brass Nickel-plated Lanterns.... 2.00
No. 2 Crescent Tin Lanterns 1.25
No. 2 Blizzard Tin Lanterns 1.45
Same, Brass Fount and Top 2.00
No. 2 Large Fount Blizzard Lanterns 1.65
Little Wizard Tin Lanterns 1.10
No. 2 Wizard Tin Lanterns 1.45
Same, Brass Fount and Top 2.00
No. 2 Large Fount Wizard Lanterns..... 1.65
Same, Brass Fount and Top 2.10
Dash and Wagon Lanterns
Buckeye Dash Lant'ns 1.25
Junior Wagon Lant'ns 1.75
Roadster Wagon Lanterns 1.75
Driving Lanterns
Eureka Driving, plain lens 2.00
Same, with optical lens 2.35
Octo Driving, pl'n lens 4.00
Same, optical lens... 4.75
Union Driving, plain lens 4.50
Same, with optical lens 5.00
Mill Lanterns
Watchman's Mill Lanterns, enamel. fin... 2.25
Underwriter's Mill Lanterns 2.50
No. 2 Blizzard Mill Lanterns 3.50
Fire Dept. Lanterns
King Fire Dept. Tin enamel finish 4.75
Same, Nickel-plated on Tin 5.25
Same, all Brass..... 6.00
Same, Nickel-plated on Brass 6.50
No. 2 Wizard Fire Dept. Brass Founts with enamel finish 5.00
Same, all Brass..... 6.50
Same, Brass, Nickel-plated 7.00
Wall Lanterns
No. 15 Wall Lanterns 2.50
No. 25 Wall Lanterns 2.75
No. 30 Beacon Wall Lanterns 2.75
No. 60 Beacon Wall Lanterns 8.75
Street and Hanging Lanterns
Pioneer Street Lanterns, Tin 7.25
Same, Brass Founts.. 9.25
Same, all Brass.....12.00
Pioneer Hanging Lanterns, tin..... 7.75
Same, Brass Founts..10.75
Platform Lanterns
Imperial Platform Lanterns 12.50
No. 1 Climax Platform Lanterns 5.00
No. 2 Climax Platform Lanterns 5.25
Nos. 1 and 2 Climax Nested 10.50
Unclassified Lanterns
Police Flash Lanterns 1.50
Traffic Signal Lant'ns 4.00
No. 12 Display Stand and Assortment ...22.00

LEAD—Bar, 25c lb.; Calking (100 lbs.), 15c lb; Pig (100 lbs.), 15 lb.; Sheet (full), 20c lb.; Wool, 25c lb.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.
Cotton, Twisted—No. 140, 50c each; 150, 55c.
Wire, Twisted—50 foot, 20 gauge, 40c each; 75 foot, 20 gauge, 50c; 100 foot, 20 gauge, 60c; 50 foot, 18 gauge, 55c; 75 foot, 18 gauge, 65c; 100 foot, 18 gauge, 80c.
Wire, Solid—100 foot, 9 gauge, 85c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ⅜-inch and larger, 45c.

MATTS, DOOR—Cocoa Fibre, Fine, 14x24, $1.50; 16x27, $1.85; 18x30, $2.15.
Cocoa Fibre, Medium—16x27, $2.60; 18x30, $3.25; 20x33, $4.00; 22x36, $4.27.
Flexible Galvanized Steel—16x24, $1.50; 18x30, $2.00; 22x36, $3.00; 26x48, $4.75.
Steel Matting in Rolls—Per sq. ft., 55c.

MATTOCKS—
Short Cutter, Standard, 5½ lbs.....Each $1.50
Long Cutter, Standard, 6 lbs.....Each 1.50
Pick, Standard, 6 lb.....Each 1.50
Handled. D E 3.....Each 1.00
Handled. C E 3½.....Each 1.50
Handled S Q 3½.....Each 1.35

MAULS—Post—10-lb., $1.50 each; 13-lb. $1.75; 16-lb., $2.25; 18-lb., $2.50; 20-lb., $2.75.
Ship or Top—30c lb.
Wood Choppers'—Adze or Round Eye, 25c lb.

MILLS—Cider—
Junior 35.00
Medium 40.00
Senior 55.00
Force Feed 25.00

MOPS—Handled—

Brown Daisy		O-Cedar		Cotton	
6	.65	4	1.00	120	.80
8	.80	8	1.50	140	.90
7BD	.90	10B	1.25	180	1.00
9BD	1.00	11B	1.25	220	1.25

MOP STICKS—No. 2, 20c each; No. 7, 30c each; No. 13, 30c each; No. 70 or Janitor's, 75c each.

NAILS—Base per keg, $5.75; 50 to 99 lbs. (one kind) add 75c per 100 lbs. to keg price.
Small Lots: (Bright Fine, Blued Fine, Common, Casing, Finishing, Bright Box).

		1 to 9 lbs.	10 to 49 lbs.
2d and 3d		.09	.08
4d to 60d		.08	.07
Special.	Keg.	1 to 9 lbs.	10 to 49 lbs.
Plaster Board	9.00	.12	.11
Cement C Box	....	.10	.09
Galvanized Felt	...	.17	.16
Galvanized Boat	...	.18	.17
Roof (barbed)	....	.10	.09
Galvanized, 2 and 3	....	.14	.13
Galvanized, 4 to 20	....	.13	.12

Galvanizing: Add for 1-inch and smaller, $3.25 per 100 lbs.; for larger, $2.75 per 100 lbs.; for casing nails, $3.00 per 100 lbs.

Fine Blue 2&3	.10	Galv. Felt	.20
Fine Bright, 2&3	.10	Galv. Bolt	.15
Common 2&3d	.10	Clout—	
Common 4&5d	.09	Bulk, lb.	.30
Common 6&7d	.08	½ lb. Papers, each...	.20
Common 8 to 60d	.08	Cigar Box—	
Casing 2&3d	.09	Bulk, lb.	.30
Casing 4&5d	.09	1 lb. Papers, ea.	.35
Casing 6 to 20d	.09	½ lb.	.20
Finishing 2&3d	.12	¼ lb.	.15
Finishing 4&5d	.10	Horseshoe—	
Finishing 6 to 20d	.09	Capewell No. 5, lb.	.35
Smooth Box 4 to 6d	.09	6-11	.30
Smooth Box 8 to 20d.	.09	Northwestern No. 5,..	.35
Barb Box 4 to 5d	.09	6-11	.30
Barb Box 6d	.09	Union No. 5	.30
Barb Box 8 to 20d	.09	6-11	.25
Barb Roof, ¾ to ⅞	.15	Trunk—	
Barb Roof 1 to 1½	.15	Bulk, per lb.	.30
Plaster Board	.15	1-lb. Papers, ea.	.40
C. C. Box	.15	½-lb.	.25
Cut Casing 6&8d	.10	¼ lb.	.15

NETTING, POULTRY—Hexagon, Galvanized After Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.15; 18 in., $3.10; 24 in., $3.95; 30 in., $4.70; 36 in., $5.35; 48 in., $7.15; 60 in., $8.90; 72 in., $10.70.
Sell Cut (lin. ft.)—12 in., 2c;; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in., 7½c; 60 in., 9c; 72 in., 10½c.

1½-inch, 20-gauge—List Roll—12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.15; 18 in., $4.55; 24 in., $5.80; 30 in., $6.90; 36 in., $7.90; 48 in., $10.50; 60 in., $13.15; 72-in., $15.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10c; 60 in., 12c; 72 in., 15c.

1-inch, 20-gauge—List Roll—12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $4.95; 18 in., $7.10; 24 in., $9.10; 30 in., $10.85; 36 in., $12.40; 48 in., $16.50; 60 in., $20.65; 72 in., $24.75.
Sell Cut (lin. ft.)—12 in., 4c; 18 in., 6c; 24 in., 8c; 30 in, 9½c; 36 in., 11c; 48 in., 14c; 60 in., 17c; 72 in., 20c.

¾-inch, 20-gauge—List Roll—12 in., $8.55; 18 in., $12.80; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $8.55; 18 in., $12.30; 24 in., $15.70; 30 in., $18.70; 36 in., 21.40; 48 in., $28.50; 60 in., 35.65; 72 in., $42.75.
Sell Cut (lin. ft.)—12 in., 8c; 18 in., 12c; 24 in., 15c; 30 in., 18c; 36 in., 20c; 48 in., 25c; 60 in., 30c; 72 in., 35c.

NIPPERS—Nettleton—8-in., $1.60 each; 10-in., $1.85; 12-in., $2.00; 14-in., $2.45.

NIPPLES—Right Hand.

Size	2	2½	3	3½	4	5	6	7	8
⅛, black...	.04	.06	.06	.06	.07	.08	.10	.12	.15
⅛, galv....	.06	.11	.11	.11	.12	.14	.16	.18	.22
¼, black...	.04	.06	.06	.06	.07	.08	.10	.12	.15
¼, galv....	.06	.11	.11	.11	.12	.14	.16	.18	.22
⅜, black...	.04	.06	.06	.06	.07	.08	.10	.12	.15
⅜, galv....	.06	.11	.11	.11	.12	.14	.16	.18	.22
½, black...	.05	.07	.07	.07	.08	.10	.12	.14	.16
½, galv....	.06	.11	.11	.11	.13	.16	.18	.22	.26
¾, black...	.06	.09	.09	.09	.09	.11	.13	.17	.18
¾, galv....	.08	.14	.14	.14	.14	.18	.21	.25	.32
1, black...	.08	.13	.13	.13	.13	.15	.18	.23	.25
1, galv....	.11	.19	.19	.19	.19	.24	.28	.34	.38
1¼, black...	.11	.11	.17	.17	.17	.20	.24	.29	.33
1¼, galv....	.17	.17	.29	.29	.29	.32	.38	.45	.52
1½, black...	.18	.18	.20	.20	.20	.25	.29	.36	.40
1½, galv....	.21	.21	.35	.35	.35	.39	.46	.54	.60
2, black...	.18	.18	.27	.27	.27	.32	.38	.50	.54
2, galv....	.27	.27	.47	.47	.47	.52	.61	.68	.75

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RETAIL SELLING PRICES—Continued.

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ⅛, 60c lb.; 5-16, 50c; ⅜, 40c; 7-16, 35c; ½, 30c; 9-16, 30c; ⅝, 25c; ¾, 25c; ⅞, 20c; 1, 20c.

Hot Pressed U. S. S. Square, Tapped—Size ¼, 30c lb.; 5-16, 25c; ⅜, 20c; 7-16, 20c; ½, 15c; ⅝, 15c; ¾. 15c; ⅞, 15c; 1, 15c.

Wing, Tapped, U. S. S.—Size 3-16, 20c doz.; ¼, 25c; 5-16, 30c; ⅜, 35c; 7-16, 45c; ½, 60c; ⅝, $1.20.

OAKUM—Plumbers, 20c lb.; Navy, 35c lb.; Best Unspun, 40c lb.

OAR LOCKS—2-in., per pair, 45c; 2¼-in., per pair, 75c; 2½-in., per pair, 85c.

OILERS—

Copperized Steel—	
13	.35
14	.40
14B	.45
15A	.50
16	.55
Cannon Pump—Brass—	
11	2.50
12	2.75
13	3.25
Cannon Pump—Tin—	
1	1.50
2	1.75
2½	2.00
8	2.25
Felloe—	
3	1.75
4	1.85
5	2.00
6	2.15
Zinc, Chace's—	
00	.10
0	.10
1	.15
2	.20
3	.25
4	.30
5	.35
6	.40

OPENERS (CAN)—

No.	Each.	No.	Each.
4	$ .10	140	$ .15
16	.15	340	.30
100	.30		

OVENS, PORTABLE—Boss—

No.	Each	No.	Each
012	$5.25	550	$5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection—		17 G	3.75
121 G	5.75	122 G	7.25
Pinney & Boyle—		38	3.25
13	3.00	37	3.75
17	3.50	37 G	3.85

PACKING—Sheet Rubber—Standard, 30c lb.; Rainbow, 90c; Italian Hemp, Common, 45c; Square Flax, braided, 75c; Piston Spiral Steam, High Pressure, $2.25; Steam or Water, Low Pressure, $1.25.

PADS—Sweat—No. 63 N12, Red Edge, $1.00; No. 146 A 12, Blue and White striped, $1.75.

PADLOCKS—Corbin

No.	Each	No.	Each
958	.25	1903	.55
2802¼	.35	9902	.70
2822¼	.50	9902 N O	.65
2869	1.00	21090	.80
2879	1.50	Yale—	
2880	1.75	223	.70
2881	2.25	225	.85
2883	3.00	453 J	.35
Miller—		453 X	.35
1	1.50	563	1.35
016	.25	565	1.55
18	.30	585	1.40
18 B	.35	635	1.35
19	.40	645 J	.55
21	.50	803	1.40
75	.50	805	1.50
76	.75	805½	1.75
78	.85	813	1.60
96	.50	815	1.50
96 C	.65	828	1.85
121	.50	833	2.10
5441	.85	843	2.65
Slaymaker—		853	2.80
1902	.65	8454	2.00

PAINT SUNDRIES—

Alcohol—(Denatured)—	Gal.
1 gallon	1.15
5 gallon	1.00
Alum—	
Pwd, less than 100 lbs, lb.	.17
Benzine—	
New cans, casd, gal	.48
Old cans, uncad, gal.	30
Coal Tar—	
5-Gal. ....Gal.	.50
1-Gal ....Gal.	.65
Creosote—	
Gal.	.85
Distillate—	
Light, gal.	.30

Glue—	Lb.
No. 2 Gelatine	.50
Chicago White	.50
Kalsomine, White—	
Bbls, 280 lbs.	.08
Kegs, 100 lbs.	.09
4 25-lb. pkgs. bulk	.09¼
25 lbs., bulk	.09½
Less 25 lbs.	.10
100 lbs., 5-lb. pkgs	.09½
Less 100 lbs, pkgs.	.10
Lamp Black—Bear Brand—	
1-8, lb. pkg.	.40
½-8	.25
¼-8	.15
Linseed Oil, Boiled—	
5's ....Gal.	2.75
1's ....Gal.	2.85
½'s ....½-Gal.	1.50
¼'s ....Qt.	.80
⅛'s ....Pt.	.45

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.70
Paint, Dry Colors—	
Umber	.11
Chrome Green, Med	.20
Graphite	.06
Princess Metallic	.06
Sienna	.11
Venetian Red	.04½
Yellow Ochre	.04
Painters' Petroleum—	
1-Gal. ....Gal.	.80
Paints, Ready Mixed—1st grade, white—	
Gals. ....Gal.	4.40
½-gals. ....½-Gal.	2.80
Quarts ....Qt.	1.25
Pints ....Pt.	.70
½-pints ....½-Pt.	.40
1st Grade, Colors—	
Gals. ....Gal.	4.25
½-gals. ....½-Gal.	2.25
Quarts ....Qt.	1.20
Pints ....Pt.	.65
½-pints ....½-Pt.	.35
2d Grade, White or Colors—	
Gals. ....Gal.	2.90
½-gals. ....½-Gal.	1.60
Quarts ....Qt.	.95
Inside Floor—	
Gals. ....Gal.	2.90
½-gals. ....½-Gal.	1.60
Quarts ....Qt.	.95
Porch—	
Gals. ....Gal.	4.25
½-gals. ....½-Gal.	2.25
Quarts ....Qt.	1.30
Plaster Paris—	
Less sack, lb.	.2½
Putty, Bladder—	
Less than 100 lbs.	.07
Putty, Bulk—	Lb.
1-lb. Cans	.11
2-lb. Cans	.10
3-lb. Cans	.09½
5-lb. Cans	.09
10-lb. Cans	.08½
25-lb. Cans	.08
85-lb. Cans	.06
Rosin—	
Lb.	.14
Tints, Kalsomine—	Lb.
Barrels, 280 lbs.	.08½
Kegs, 100 lbs.	.09
100-lb. bulk	.04½
25-lb. bulk	.09½
Less 25 lbs.	.10
100 lbs. 5-lb. pkgs.	.09½
Less 100 lbs. 5-lb. pkgs.	.10
Turpentine—	
5's ....Gal.	2.10
1's ....Gal.	2.25
½'s ....½-Gal.	1.25
¼'s ....Qt.	.70
⅛'s ....Pt.	.40

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	$ .15	No. 4, each	.45
No. 0, each	.25	No. 5, each	.50
No. 1, each	.30	No. 6, each	.55
No. 2 each	.35	No. 7, each	.65
No. 3, each	.40		

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 18c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb. 25c; Asbestos Millboard, 30c per lb.

BUILDING—	P & B	Imitation P & B
No. 1—500	3.00	2.25
No. 1—1000	5.50	4.50
No. 2—500	4.50	3.25
No. 2—1000	8.50	7.00
No. 3—500	6.00	5.50
No. 3—1000	11.00	10.00

Red Resin—17-lb., $1.20; 20-lb., $1.50; 25-lb., $2.00; 30 lb., $2.25.

Black Glazed—No. 1, 500 sq. ft. roll $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll $3.25; 1000 sq. ft. roll, $6.00.

FELT—Asphalt saturated, per lb. 4c; Deadening, per lb., 6c.

INSULATING—No. 8, per roll, $1.75; No. 10, per roll, $2.35.

ROOFING—(Per square)—	1-Ply.	2-Ply.	3-Ply
Aztec Smooth	2.50	3.25	4.00
Aztec Sanded	2.35	2.85	3.50
Cortez Sanded	2.00	2.50	3.10
Cronolite	2.50	3.25	3.75
Asbestos	3.75	4.00	4.25
Malthoid	3.25	4.00	5.00
Rubberoid	3.25	4.00	5.00
Pioneer—Flaxine	3.25	4.00	4.75
Pioneer—Sanded	2.50	3.75	3.75
Security Sanded	1.85	2.15	2.60
Standard	2.50	3.25	3.75

SAND AND EMERY—(Per quire of sheets)—

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.65	.70	.80
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

SHEATHING—Red or gray—20-lb., 95c per roll; 25-lb., $1.15; 30-lb., $1.85.

PEAVIES—

	Socket. Maple.	Socket. Hickory.		Socket. Maple.	Socket. Hickory.
2¼x4	3.15	3.85	2¾x4½	3.85	4.15
2¼x4½	3.25	3.85	2¾x5	4.00	4.25
2½x4½	3.50	4.00	2¾x5½	4.25	4.75
2½x5	3.60	4.00	3 x5	4.25	5.00
2½x5½	3.75	4.25			

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RETAIL SELLING PRICES—Continued.

PERCOLATORS, COFFEE—Universal—

No.	Each.	No.	Each.
44	4.50	1204	3.75
46	5.00	1206	4.00
48	5.50	1208	4.25
52	4.75	1210	5.00
54	5.00	1304	4.25
56	5.50	1306	4.50
58	6.00	1308	4.75
64	5.50	1310	5.00
66	6.00	1404	4.75
69	6.75	1406	5.00
614	7.25	1408	5.25
74	6.00	1410	5.50
76	6.50	1504	4.25
79	7.25	1506	4.50
714	7.75	1508	4.75
464	6.50	1510	5.25
466	6.50	1704	4.25
469	7.25	1706	4.50
474	6.50	1708	4.75
476	7.00	1710	5.25
479	7.75		

Percolator Tops, 10c each.

PICKS—Drifting, 3-lb. $1.35 each; 4, $1.50; 4½, $1.65; 5, $1.75; 5½, $1.85; 6, $2.00.
Railroad—5-lb., $1.50 each; 6, $1.65; 6½, $1.65; 7-8, $1.75.
Contractors—8-9 lbs., $2.25.

PINS—Clothes—C—Common, 3c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

PIPE—

Size	Standard Black Cut Length Pr. Ft.	Full Length Pr. 100	Galvanized Cut Length Pr. Ft.	Full Length Pr. 100	Cutting and Threading Cuts Each	Threads Each
⅛-inch	.05½	4.90	.08	7.50	.03½	.072
¼-inch	.05¾	5.35	.09	8.05	.03½	.072
⅜-inch	.05¾	5.35	.09	8.05	.03½	.072
½-inch	.08	7.20	.11	9.50	.03½	.072
¾-inch	.10	9.10	.14	11.95	.03½	.072
1 -inch	.14½	13.50	.19	17.65	.03½	.072
1¼-inch	.20	18.15	.26	23.90	.04¾	.09½
1½-inch	.24	21.80	.31	28.50	.06	.12
2 -inch	.31¾	29.30	.415	38.35	.08½	.16¾

PIPE—Gas and Water (black)—⅛ inch, 6c foot; ¼ inch, 7c; ⅜ inch, 7c; ½ inch, 9c; ¾ inch, 11c; 1 inch, 16c; 1¼ inch, 22c; 1½ inch, 27c; 2 inch, 35c.
Galvanized—⅛ inch, 8c foot; ¼ inch, 9c; ⅜ inch, 9c; ½ inch, 11c; ¾ inch, 14c; 1 inch, 20c; 1¼ inch, 27c; 1½ inch, 35c; 2 inch, 45c.

PIPE, STOVE—Nested, full joints—Size, 3-inch, 25c joint; 4-inch, 30c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c; 8-inch, Japan, 35c; 4-inch, 40c; 5-inch 45c. 8-inch Galvanized, 40c; 4-inch, 45c; 5-inch 50c; 6-inch, 55c.
Half Joints—Size, 5-inch, 15c joint; 6-inch, 20c.
Taper Joints—Size, 6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c joint.

PIPE FITTINGS—Price, each.

	¼, ⅜-in. Blk.	¼, ⅜-in. Gal.	½-in. Blk.	½-in. Gal.	¾-in. Blk.	¾-in. Gal.	1-in. Blk.
Bushings	$ .05	$ .10	$ .05	$ .10	$ .10	$ .15	$ .10
Caps	.05	.10	.10	.10	.10	.15	.15
Couplings	.10	.10	.10	.15	.15	.20	.20
Crosses	.15	.20	.25	.30	.30	.45	.50
Elbows, 90 Deg.	.10	.15	.10	.15	.10	.15	.15
Elbows, 45 Deg.	.05	.10	.10	.15	.15	.20	.20
Elbows, Reducing	.10	.15	.15	.20	.20	.30	.20
Elbows, Street	.10	.15	.15	.20	.20	.30	.20
Floor Flanges	.20	.40	.25	.45	.25	.50	.25
Lock Nuts	.05	.10	.10	.15	.15	.25	.25
Plugs	.05	.05	.05	.05	.05	.10	.05
Reducers	.10	.10	.10	.15	.10	.20	.20
Return Bends	.20	.30	.25	.35	.25	.40	.50
Tees	.15	.15	.15	.20	.15	.20	.20
Unions	.20	.30	.20	.30	.25	.35	.30
Waste Nuts	.05	.10	.10	.10	.10	.15	.10

	1-in. Gal.	1¼-in. Blk.	1¼-in. Gal.	1½-in. Blk.	1½-in. Gal.	2-in. Blk.	2-in. Gal.
Bushings	.15	.10	.20	.15	.20	.20	.35
Caps	.20	.20	.30	.20	.35	.35	.55
Couplings	.25	.25	.35	.30	.40	.35	.50
Crosses	.75	.55	.85	.65	1.15	1.05	1.80
Elbows, 90 Deg.	.25	.25	.40	.30	.50	.50	.90
Elbows, 45 Deg.	.35	.45	.60	.50	.65	.65	1.05
Elbows, Reducing	.35	.35	.50	.40	.60	.65	1.15
Elbows, Street	.35	.35	.50	.40	.60	.65	1.15
Floor Flanges	.50	.30	.60	.40	.80	.55	1.15
Lock Nuts	.35	.30	.50	.30	.45	.45	.75
Plugs	.10	.10	.15	.10	.20	.15	.25
Reducers	.30	.20	.30	.25	.40	.45	.70
Return Bends	.75	.65	1.10	.80	1.35	1.20	2.10
Tees	.30	.30	.50	.45	.70	.70	1.05
Unions	.45	.45	.65	.50	.80	.70	1.00
Waste Nuts	.15	.20	.25	.40	.60	.55	.80

Nipples	¼, ⅜-in. Blk.	¼, ⅜-in. Gal.	½-in. Blk.	½-in. Gal.	¾-in. Blk.	¾-in. Gal.	1-in. Blk.
Close	.05	.05	.05	.05	.05	.07	.10
Long	.05	.10	.06	.10	.07	.12	.10
4-in. Long	.06	.10	.07	.10	.08	.15	.10
5-in. Long	.07	.15	.08	.20	.10	.20	.12
6-in. Long	.08	.15	.10	.20	.10	.20	.15

	1-in. Gal.	1¼-in. Blk.	1¼-in. Gal.	1½-in. Blk.	1½-in. Gal.	2-in. Blk.	2-in. Gal.
Close	.10	.10	.15	.10	.17	.15	.25
Long	.15	.15	.15	.20	.30	.30	.45
4-in. Long	.15	.15	.20	.20	.35	.25	.45
4-in. Long	.25	.20	.30	.20	.35	.25	.45
6-in. Long	.25	.20	.35	.25	.45	.35	.50

PIPE FITTINGS (STOVE)—Caps, No. C 15, 50c each; C 16, 60c each.
Collars, No. 018, 014, 12½c; 25, 25½, 26, 10c ea.; 27, 15c ea. Cylinders, No. 54 (1508), 85c each; 64 (1608), $1.05 each; 65 (1612), $1.15 each; 75, $1.25 each.
Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 30c each.
Elbows—No. 3 Corg., 20c each; 4, 25c; 5, 25c; 6, 30c; 7, 35c; 3 Adj. 4 Pc, 30c; 4, 35c; 5, 35c; 6, 40c; 3-inch Adj. Galvd., 30c; 4-inch, 35c; 5-inch, 40c; 6-inch, 45c; No. 3 Corg. Jap., 30c; 4, 35c.
Flue Stops, Nos. 1 and 36, 15c each; 3, 15c each; 30, 15c each; 40, 20c each.
Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—AUTOMATIC—
Colts—No. A352 (CA25), $16.50 each; A252NP (CA25P), $18.50; A323¾ (CA32), $20.35; A3803¾ (CA380), $20.35; 384½ (CA384½), $29.70; 386 (CA386), $25.00; 455 (CA455), $25.80.
Smith & Wesson—SW35, $31.50 each.
Savage—SA32, $20.35 each.
H. & R.—HRA25, $15.40 each; HRA32, $19.25.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

PLANES—Wood Smooth, $1.25 each; Wood Jack, $1.50.
Block-Bailey—No. 9½, $2.40 each; 9¾, $2.80; 15, $2.50; 16, $2.60; 17, $2.90; 18, $2.80; 19, $3.00.
Block, Stanley—No. 60, $2.65 each; 60½, $2.40; 61, $2.40; 65, $3.15; 100, 60c; 101, 50c; 102, 85c; 103, $1.20; 110, 1.25; 120, $1.75; 130, $1.75; 131, $2.80; 203, $1.50; 220, $1.75.
Iron, Bailey—No. 2, $4.25 each; 3, $4.50; 4, $4.75; 5, $5.60; 5½, $6.35; 6, $7.25; 7, $8.25; 8, $10.00; 2C, $4.50; 3 C, $4.75; 4 C, $5.00; 4½ C, $5.50; 5C, $5.50; 5½ C, $6.50; 6 C, $7.50; 7 C, $8.50; 8 C, $10.75.
Iron, Stanley—No. 602, $4.50 each; 603, $5.25; 604, $5.75; 604½, $6.65; 605, $6.65; 605½, $7.25; 606, $8.50; 607, $9.75; 608, $11.50; 602 C, $5.25; 603 C, $5.75; 604 C, $6.25; 604½ C, $7.25; 605 C, $7.25; 605½ C, $7.75; 606 C, $9.00; 607 C, $10.50; 608 C, $12.25.
All Wood—Plain, No. 3W, $1.10; 15W, $1.25; 21W, $2.25; 27W, $2.50; 029W, $2.65. Rasee, No. 5W, $2.25; 17W, $1.50; 23W, $2.65; 29W, $3.00.
Wood Bottom, Bailey—No. 22, $3.25 each; 23, $3.25; 24, $3.25; 26, $3.65; 27, $4.00; 28, $4.65; 29, $4.65; 30, $5.00; 31, $5.50; 32, $5.00; 35, $4.00; 36, 4.50.
Rabbet—No. 10, $7.00 each; 10½, $5.85; 75, 90c; 90, $4.25; 92, $4.25; 993, $5.25; 190, $3.25; 191, $3.00; 192, $3.00.

PLATES—GAS, HOT—
Griswold—No. 601, $3.50 each; 602, $6.00; 603, $9.75; 702, $8.00; 702N, $9.75; 703, $11.75; 703N, $13.75; 722, $9.50; 722N, $10.75; 723, $12.75; 723N, $14.75 1001, $1.60; 1002, $3.75; 1003, $6.00.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4½-inch, $1.75; 5½, $2.25; 7½, $2.75. No. 201 or 312, 5-inch, $2.25; 6, $2.35; 7, $2.75; 8, $3.00; 9, $3.50.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.25; 9-inch, $2.75; 12-inch, $3.25; 18-inch, $4.00; 24-inch, $4.50; No. 37, 18-inch, $5.25; 24-inch, $6.00; No. 37G, 9-inch, $3.75; 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.00; No. 38½, 80c; 39½, $1.00; 34 V, 6 -inch, $1.75; 8-inch, $2.50.
Wood, Stanley or Disston—No. 00, $1.50 each; 0, $1.75; 2, $2.25; 3, $2.75; 13, $4.00; 25, $4.50; 30, $3.50; 35, $3.25; 45½, $4.75; 90, $4.50; 93, $5.50; 95, $3.50; 98, $4.50; 101, $3.00; 102, 75c; 104, $1.10; 6012, $2.25; 6018, $3.00; 6024, $3.50; 6512, $2.25; 6518, $2.85; 6524, $3.25.
Pocket, Stanley—No. 31, 2½-inch, 50c each; 3-inch, 55c; 3½-inch, 75c; 4-inch, 85c; 40, 20c; 41, 25c; 44, 50c; 600, $1.50.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 10c; 2½-inch, 10c; 3-inch, 15c; 3½-inch, 15c; 6L, 55c; 6P, 40c; 7L, $1.00; 7P, $1.00.

POKERS, STOVE—
No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

For 30 and 31	$ .75	8-inch	.95
For 35	.50	10-inch	1.10
Nos. 11 and 15, 2-in.	.55	No. 75	3.35
3-inch	.60	No. 60	1.00
4-inch	.65	No. 80	.85
5-inch	.75	No. 81	.95
6-inch	.85		

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00.
Calol, ½ pt, 30c each; 1 pint, 40c; 1 quart, 60c; ½ gallon, $1.00; 1 gallon, $1.75; 5 gallons, $7.00.
Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, $1.00. O-Cedar, 4 ounce, 25c each; 12 ounce, 50c; quart, $1.00; ½ gallon, $1.75; gallon, $3.00
Johnson's Prepared Wax, 5 ounce, 35c each; 1 pound, 75c; 2 pound, $1.40; 5 pound, $3.00.
METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.
SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c;

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RETAIL SELLING PRICES—Continued.

POLISH—Continued—
10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.
Stove—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, $1.40; 01, Black Eagle, 40c; 95 Black Eagle, $1.40; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 15c; 1, Rising Sun, 15c.

POTS—Fire.

Gasoline, C. & L.			
1	$19.00	8 Quart	1.25
5	17.00	10 Quart	1.50
21	14.50	12 Quart	1.75
71	19.00	16 Quart	2.00
72	17.00	Tin—	
221	22.50	4 Quart	.60
Watering Galvanized		6 Quart	.75
4 Quart	1.35	8 Quart	1.00
6 Quart	1.10	10 Quart	1.15

PULLERS—Nail—Rex, $2.00 each; Rex. Jr., $1.75; Red Devil, $2.75; Morrill's, $2.75; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ½ inch, 10c each; ⅝, 10c; ¾, 10c; 1, 15c; 1¼, 25c; 1½, 40c. No. 370, ⅝ inch, 25c each; 1, 40c each.
Brass side, No. 1150, ½ inch, 20c each; ⅝, 20c each. No. 1170, ½ inch, 25c each; ⅝, 30c each.
Brass Upright, No. 500, 25c each.
Clothes Line, No. 610, 2 15c each; 2½ 20c; 660, 15c; 670, 15c; 1610, 2 15c; 2½, 25c; 1660, 20c; 1670, 25c; 6350 G, 35c; 6500, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, 85c; 1651, $2.25.

PULLEYS—Frame—No. 4 Ottumwa, per doz., 85c; No. 5, 90c; No. 9, 90c; No. 105, 85c; No. 109, 85c.

PUMPS—P. S.—1, $8.50; 2, $4.00; 3, $4.50; 4, $5.00.

Putty—Per lb., 10c.

RAIL (HOUSE DOOR)—Prouty
No. 5 ..... foot, $ .16

Richards-Wilcox

9	foot, $ .12	16,019	foot, $ .45
182, 0182	.55	150	10

RASPS—Flat Wood, 8-inch, 60c each; 10, 80c; 12, $1.05; 14, $1.45; 16, $1.85. Half Round Wood, 8, 65c; 10, 85c; 12, $1.15; 14, $1.50; 16, $2. Half Round Cab., 8, 80c; 10, $1.05; 12, $1.40; 14, $1.80. Horse, Hellers Plain, 12, 65c; 14, 80c; 16, $1.05. Horse, Hellers Flanged, 14, $1.05; 16, $1.50.

RAZORS (SAFETY)—

No.	Eveready	No.	
700, each	$1.00	706 B, Blades, Pkg.	.40
2, each	3.00		
	Gem		
800, each	1.00	800 B, Blades, Pkg.	.50
	Enders		
900, each	1.00	900 B, Blades, Pkg.	.25
	Durham Domino		
1000, each	1.00	1000 B, Blades, Pkg.	.50
	Gillette		
00, each	7.50	480, each	5.00
460, each	5.00	500, each	5.00
460 B, each	5.00	500 B, each	6.00
470, each	5.00	501, each	5.00
501 B, each	6.00	6 X B Blades, pkg.	.50
12 X B Blades, pkg	1.00		
	Auto Strop		
1, set	5.00	2541, set	5.00
15, set	6.00	600 B Blades, pkg.	1.00
25, set	6.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose: No. 1 Wire, $1.25 each; No. 60, Wood, $1.75.

REGISTERS—

Jap 6x 8	1.55	White 6x 8	1.85
Jap 8x10	1.65	White 8x10	2 00
Jap 10x12	2.40	White 10x12	2.90
Jap 10x14	3.15	White 10x14	3.80
Jap 12x14	4.35	White 12x14	5.25

REGISTER FACES—

Jap 6x 8	1.00	White 6x 8	1.80
Jap 8x10	1.10	White 8x10	1.45
Jap 10x12	1.70	White 10x12	2 20
Jap 10x14	2.20	White 10x14	2.85
Jap 12x14	2.80	White 12x14	3.65

REVOLVERS—

Colts, Model	Each.		Each.
Police Positive	$28.10	264, 274	10.45
Police Positive Special	24.20	264 B, 274 B	11.00
Police Positive Target	25.30	Iver Johnson	
Army Special	25.30	300, 303, 323	13.20
New Service	27.50	300 B, 303 B	13.75
Single Action	24.20	304	13.75
Harrington & Richardson		304 B	14.30
203, 223	$8.80	323 B	13.75
203 B, 223 B	9.35	324	13.75
204, 224	9.35	324 B	14.30
204 B, 224 B	9.90	343, 353	14.30
263, 273	9.90	343 B, 353 B	14.85
263 B, 273 B	10.45	344, 354	14.85
344 B, 354 B	15.40		
364 B	15.40		
365 B	15.70		
Smith & Wesson—			
1905 Military, Police	30.50		
Regulation Police	28.50		

RIFLES—No. and Model—

Daisy Air—	Each		
25	$4.00	1904 TD—Single Shot	8.25
40	4.00	1914 TD—Ham'rless	24.75
8	2.75	Stevens—	
30	2.50	Little Scout	5.50
11	1.50	Crack Shot	7.25
12	1.35	Marksman	9.00
King Air—		Favorite	10.50
4	2.25	70 TD—.22	16.50
5	2.65	Winchester—	
21	1.35	1886 SF—Round Brl.	44.50
22	1.50	TD—Round Brl	56.75
Marlin—		1890 TD—Oct. Fancy	53.75
20 TD—Octagon Brl.	18.50	TD—Oct. Plain.	27.75
27 TD—Round Brl.	21.80	1893 SF—Round Brl.	31.50
TD—Octagon Barrel.	24.55	SF—Oct. Brl.	33.50
29 TD—Round Brl.	15.60	SF—Carbine	28.50
1897 TD—Round Brl.	22.75	TD—Oct. Brl.	45.75
TD—Octagon Barrel.	24.80	1894 SF—Round Brl.	34.00
Remington—		SF—Oct. Brl.	36.50
4 TD—Octagon Brl.	11.75	SF—Carbine	31.50
6 TD—Round Brl.	8.10	TD—Oct. Brl.	48.75
8 A TD Round Brl.	48.15	1895 SF	47.00
12 TD—Round Brl.	19.40	1895—Govt. Model	50 50
TD—Octagon Brl.	21.50	1895 TD	59 25
14 A TD—Standard	34.90	1902 TD—.22	8 25
TD—Carbine	34.80	1903 TD—Plain	39 50
16 A TD—Standard	34.80	TD—Fancy	69.00
Savage—		1904—TD—.22	10.00
1899 TD—Feath'wt	42.35	1906 TD	24 25
1899 SF	36.30	1907 TD	59.25
		1908 Hand Ejector	27.00
		38 S. & W. Perfected	22.00
		1908 Military	27.00
		1911 Target	31.25
		New Departure 32	25.00
		New Departure 38	27.00

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98 10c box.
Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths	.35	.65	7—Asst	.35	.65
8 "	.35	.65	8 "	.35	.70
9 "	.35	.65	9 "	.40	.70
10 "	.35	.70	10 "	.40	.75
12 "	.40	.75	12 "	.45	.75

Copper Iron, with Burrs—08 Asst., 25c ½-lb. box; 010, 30c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 27c lb.; 4, 5, 25c; 6, 7, 8, 28c; 10, 29c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—8-16, 90c lb.; ¼ to 5-16, 90c lb.; ⅜ to ¾, 90c; ⅞ to 1, $1.00.
Manila—Base, 35c. lb.
Sisal—Base, 30c lb.

RULES Boxwood—Lufkin Stanley—No. 171, (86) 50c each No. 372 (86½), 70c; 378 (8), $1.15; 386 (32), 75c; 388 (32½), $1.10; 465 (69), 20c; 488 (57), 65c; 651 (68), 25c; 702 (18), 45c; 751 (61), 35c; 752 (70), 45c; 762 B (7), $1.20; 771 (84), 70c; 780 (62½), 85c; 781 (62), 85c; 861 A (53½), 85c; 871 (52), 80c; 881 (54), 90c; 981 (66½), 65c; 3851 Y (66), 65c; 8861 (66¼), 75c; 8881 (66¾), $1.65.
Rules, Steel—B 85, Blacksmiths, $1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig Zag, 90c; 4142, 4642, $1.50; 4143, 4643, $2.25; 4144, 4644, $3.00.

RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each No. 806 F, 70c; 8513 (03), 40c; 8514 (04), 55c; 8515 (05), 65c; 8516 (06), 75c; 8518 (08), $1.00; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 8526 (406 F), 75c; 8613 (103), 45c; 8615 (105) 70; 8616 (106), 85c; 8624 (854 F), 60c; 8626 (856 F), 85c.

SAWS—One Man—Cross-cut—

	Simonds	Disston	Chinook	Chinook
3 ft		4.00	5½ ft.	7.20
3½ ft.	4.20	4.50	6 ft.	8.10
4 ft.	4.80	5.00	6½ ft.	9.15
4½ ft.	5.40	5.50	7 ft.	10 20
5 ft.	6.00	6.00	7½ ft.	11.25
5½ ft.	6.60			

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

No. 5 Simonds, or 12 Disston or 69 Atkins—		No. 10 Simonds, or 7 Disston—	
20 inch	3.25	18 inch	2 25
22 inch	3.50	20 inch	2.35
24 inch	4 00	22 inch	2 50
26 inch	4.25	24 inch	2 65
28 inch	4.50	26 inch	2 75
30 inch	5 00	28 inch	3.25
No. 8 Simonds, or D8 Disston, or 51 Atkins—		No. 4 Simonds, or 120 Disston—	
18 inch	2.65	26 inch	4.75
20 inch	2.75	28 inch	5.00
22 inch	3.00	No. 112 Disston—	
24 inch	3.15	26 inch	4.15
26 inch	3 25	28 inch	4.50
28 inch	3.75	D100 or D20 Disston—	
30 inch	4.00	26 inch	3.75
		28 inch	4.00

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RETAIL SELLING PRICES—Continued.

SAWS—Miscellaneous—

Back

12-inch	2.50
14-inch	2.85
16-inch	3.25
22 inch	4.00
24 inch	4.25
26 inch	4.75
28-inch	5.50

Butcher No. 10

16-inch	1.65
18-inch	1.75
20-inch	1.85
22-inch	2.00

Compass No. 2

10-inch	.70
12-inch	.75
14-inch	.80
16-inch	.85

Buck—

Com Sgl Brace V tooth	1.35
Com Dbbl Brace Tuttle tooth	2.25
Com Dbl Brace V tooth	2.00
No. 150 Special	1.50

Kitchen No. 2

12-inch	.65
14-inch	.70
16-inch	.75

Mitre

24-inch	4.25
26-inch	4.75
28-inch	5.50

Nest, Complete

No. 3	2.00

Pruning

No. 50 California, 12-in.	1.00
No. 50 California, 14-in.	1.15
No. 51 California, 12-in.	1.50
No. 51 California, 14-in.	1.65
Disston No. 9, 14-in.	2.25
Disston, No. 10, 14-in.	2.50

SAW CLAMPS—No. 3, $1.75; No. 0, $1.00; Perfection, $1.25; No. 1W, $1.75; No. 3 W, $2.25; No. 2W, $2.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G. & P.	$1.00
Spec. Morrill	1.10
105 Morrill	.60
1 Morrill	1.00
10	1.00
77	.60

X Cut—

Morrill No. 3	$1.35
Baker No. 3	2.25
Colonial	1.25
7 Taintor	1.10
28 Triumph	1.25
Hammer	.85
Lever	.25

SAW TOOLS—

Clipper Outfit	$ .75
Morin Raker Gauge—	
No. 1	1.00
No. 6	1.35
No. 9	1.50
Atkins Raker Swage	.40
5-M Tooth Gauge	.15
Jointers Pikes Perf.	.60
Jointers No. 7 Sterns	.65
Morin No. 2	2.25
Morin No. 2½	2.75
Morin No. 3	1.00

Setting Tool Disston—

No. 100	.65

No. 4 Setting Blocks—

No. 4 Blocks, Morin	1.00
Swages No. 0 Disst	4.50
Swages, Whitings	1.00
Atkins, Rex	1.00
Atkins Excelsior	.75

SCALES—Family, No. 11021, $3 50 each; 1102, $3.00 each; Peddlers, No. 101, $4.00 each; 103, $4.25 each; 115, $4.75 each; 485E, $5.00 each.
Spring Balance, No. 50, 30c each; 51, 55c; 87, $5.00; 202, $4.75.

SCISSORS—Cast, No. 10, 50c each; No. 44, 7¼ inch, 50c; 8½ inch, 55c; No. 240, 4 inch, 25c; 4½ inch, 30c; No. 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; No. 320, 70c; No. 350, 65c.
Wiss, No. 4 B H, $1.35 each; 5 B H, $1.45; 54½, $1.05; 55, $1.10; 55½, $1.15; 56, $1.20; 56½, $1.30; 57, $1.40; 154½, $1.25; 155, $1.30; 155½, $1.35; 156, $1.40; 156½, $1.50; 157, $1.60; 364, $1.35; 364½, $1.40; 365, $1.45; 366, $1.60; 463, $1.20; 463½, $1 25; 464, $1.30; 573, $1.60; 573¾, $1.80; 574¼, $2.00; 663, $1.60; 663½, $1 80; 664, $2.00; 763, $1.15; 763½, $1.20; 764, $1.25; 764½, $1.30; 765, $1.35; 765½, $1.40; 766, $1.55; 773, $1.25; 783½, $1.30; 774, $1.35; 814, $1.35; 814½, $1.40; 815, $1.45; 815½, $1.50; 816, $1.60.

SCOOPS—Common Hollow Back—No. 2, $1.85 each; 3, $1.90; 4, $2.00; 5, $2.15; 6, $2.25; 7, $2.35; 8, $2.40; 9, $2.45; 10, $2 50; 12, $2.65. Potato, No. 1, $2.00.

SCREWS—Cap and Set—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.25	.30	.30	...
4	.25	.30	.35	.35	.40
6	.30	.35	.40	.45	.55
8	.50	.55	.60	.65	.80
10	.65	.75	.90	1.00	1.25
12	.90	1.00	1.10	1.25	1.50
14	1.10	1.30	1.50	1.65	2.00
16	1.75	1.95	2.10	2 30	2.65
18	2.25	2.45	2.70	2.95	3.45
20	2.75	3.00	3.30	3.60	4.20

Size.	1¼-in.	1½-in.	1¾-in.	2-in
4	.55	.65	.85	1.00
6	.75	.90	1.15	1.40
8	.95	1.15	1.40	1.60
10	1.40	1.60	1.85	2.10
12	1.70	1.95	2.25	2.55
14	2.25	2.50	2.80	3.10
16	2.95	3.30	3.75	4.20
18	3.75	4.15	4.65	5.15
20	4.80	5.40	6.00	6.60

Iron, Flat or Round Head—

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.15	.15	.15	.20	...
4	.15	.15	.15	.20	.25
6	.15	.20	.20	.20	.30
8	.20	.20	.25	.25	.35
10	.30	.30	.30	.35	.40
12	.35	.35	.40	.40	.45
14	.40	.45	.45	.50	.60
16	.50	.55	.60	.60	.65
18	.65	.70	.75	.80	.90
20	.85	.90	.95	1.00	1.10

Size	1¼-in.	1½-in.	1¾-in.	2-in.
4	.25	.30	.40	.45
6	.30	.35	.45	.55
8	.35	.40	.50	.60
10	.50	.60	.65	.75
12	.55	.65	.70	.80
14	.65	.75	.85	1.00
16	.80	.95	1.15	1.30
18	1.10	1.25	1.40	1.60
20	1.25	1.45	1.60	1.80

Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.30	.35	.40	.45	.60
⅞	.30	.35	.40	.45	.60
1	.35	.35	.40	.50	.60
1¼	.35	.40	.45	.55	.65
1½	.40	.40	.45	.60	.70
1¾	.40	.45	.50	.60	.75
2	.45	.50	.55	.65	.85
2¼	.50	.55	.55	.70	.90
2½	.55	.60	.60	.75	.95
3	.65	.70	.75	.85	1.05
3½	...	...	...	...	1.25
4	...	...	...	...	1.40

Lgth (ins)	⅝-in.	¾-in.	⅞-in.	1-in.
1	.95	1.30	1.90	....
1¼	.95	1.35	1.90	....
1½	1.00	1.40	1.90	....
1¾	1.10	1.50	2.00	2.30
2	1.15	1.60	2.15	2.55
2¼	1.25	1.70	2.30	2.75
2½	1.40	1.80	2.40	3.00
3	1.55	2 10	2.70	3.50
3½	1.75	2.40	3.00	3.95
4	2.00	2.75	3.40	4.35

S. A. E. Thread, Steel—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.35	.40	.45	.65	.70
⅞	.35	.45	.50	.65	.75
1	.40	.45	.50	.70	.75
1¼	.40	.50	.55	.75	.80
1½	.45	.50	.55	.80	.90
1¾	.45	.55	.60	.85	.95
2	.50	.60	.65	.95	1.05
2¼	.60	.65	.70	1.00	1.15
2½	.65	.75	.75	1.10	1.20
2¾	.75	.80	.85	1.15	1.30
3	.80	.85	.90	1.20	1.35
3½	.90	.95	1.10	1.40	1.55
4	1.00	1.10	1.25	1.60	1.75

Lgth (ins.)	9-16-in.	⅝-in.	¾-in.
¾	1.20	....	....
⅞	1.20	....	....
1	1.20	....	....
1¼	1.20	....	....
1½	1.30	1.50	2.50
1¾	1.40	1.60	2.50
2	1.50	1.75	2.65
2¼	1.60	1.85	2.85
2½	1.75	1.95	3.00
2¾	1.85	2.15	3.15
3	1.95	2.30	3.35
3½	2.20	2.60	3.80
4	2.55	3.00	4.25

Set Screws—

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
½	.15	.20	.20	.30	.30
¾	.20	.20	.25	.30	.35
1	.20	.25	.25	.30	.35
1¼	.20	.25	.25	.35	.40
1½	.25	.25	.30	.40	.45
1¾	.25	.30	.35	.45	.55
2	.30	.35	.40	.50	.60
2¼	...	.40	.45	.55	.65
2½	...	.45	.50	.65	.75
3	...	...	...	...	.85

Lgth (ins)	⅝-in	⅜-in.	⅞-in.	1-in.
1	.55	...	...	...
1¼	.65	1.05	1.50	...
1½	.70	1.15	1.60	2.10

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RETAIL SELLING PRICES—Continued.

SCREWS—Continued—

1½	.75	1.25	1.70	2.30
2	.85	1.30	1.85	2.50
2¼	.90	1.40	2.00	2.70
2½	1.00	1.50	2.15	2.90
3	1.15	1.70	2.45	3.25
3½	1.30	1.85	2.75	3.65
4	1.50	2.10	3.00	4.00

Woodscrews—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Brass, Flat or Round Head—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0	.60	.60	.65	...	...	...	...
1	.60	.60	.65	...	...	...	...
2	.60	.65	.65	...	...	...	...
3	.65	.70	.70	.75	.85	1.05	1.15
4	.70	.75	.75	.80	.85	1.10	1.20
5	.75	.80	.85	.90	1.00	1.15	1.20
6	...	.85	.90	1.00	1.10	1.15	1.25
7	...	.95	1.00	1.10	1.25	1.35	1.50
8	...	1.05	1.15	1.30	1.40	1.55	1.70
9	...	...	...	1.50	1.60	1.75	1.95
10	...	...	...	1.70	1.85	2.05	2.20
11	...	...	...	1.85	2.10	2.35	2.55
12	...	...	...	...	2.35	2.60	2.85
13	...	...	...	...	...	...	3.20
14	...	...	...	...	...	...	3.55
15	...	...	...	...	...	...	3.90
16	...	...	...	...	...	...	4.65

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
6	1.65	...	...	...	...	...	...
7	1.70	2.25	2.80	3.65	...	...	...
8	2.00	2.30	2.90	3.70	...	...	...
9	2.25	2.55	2.95	3.75	...	6.60	...
10	2.45	3.00	3.30	3.80	4.95	6.65	...
11	2.90	3.25	3.75	4.30	5.10	6.70	9.70
12	3.25	3.75	4.25	4.80	5.55	6.75	9.80
13	3.75	4.15	4.70	5.30	6.25	6.90	9.90
14	4.10	4.65	5.15	5.90	6.85	7.50	10.00
15	4.60	5.35	6.05	6.85	7.50	8.30	10.25
16	5.05	5.85	6.65	7.50	8.35	...	...
17	...	6.40	...	8.20	9.10	...	...
18	...	7.60	...	9.75	10.75	...	...

Flat Head, Bright—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.25	.25	...	...	...	...	...
3	.25	.25	.25	.25	.25	.25	.25
4	.25	.25	.25	.25	.25	.25	.30
5	...	.25	.25	.25	.25	.30	.30
6	...	.25	.25	.25	.30	.30	.30
7	...	.25	.30	.30	.30	.30	.35
8	...	.30	.30	.30	.30	.35	.35
9	...	.30	.30	.35	.35	.35	.35
10	...	...	.35	.35	.35	.40	.40
11	...	...	.35	.40	.40	.40	.45
12	...	...	.40	.40	.40	.45	.45
13	...	...	...	.40	.45	.50	.55
14	...	...	...	.45	.50	.50	.55
15	...	...	...	...	.55	.60	.65
16	...	...	...	...	.60	.65	.85
17	...	...	...	...	...	...	.90
18	...	...	...	...	...	...	.95
20	...	...	...	...	...	...	1.15

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.30	.35	...	...	...	...	...
4	.30	.35	...	...	...	...	...
5	.35	.40	.45	.50	.50	.65	...
6	.35	.40	.45	.50	.55	.65	1.00
7	.40	.40	.50	.50	.55	.70	1.00
8	.40	.45	.50	.55	.60	.75	1.00
9	.40	.45	.50	.55	.60	.80	1.05
10	.45	.50	.55	.60	.65	.80	1.05
11	.45	.50	.55	.60	.70	.85	1.05
12	.50	.55	.60	.65	.75	.90	1.10
13	.55	.60	.65	.75	.80	.90	1.15
14	.65	.65	.75	.80	.90	.95	1.15
15	.75	.80	.85	.90	1.05	1.10	1.30
16	.85	.95	.95	1.05	1.15	1.25	1.40
17	.90	1.05	1.15	1.25	1.30	1.40	1.60
18	1.10	1.25	1.35	1.40	1.50	1.60	1.80
20	1.35	1.45	1.50	1.60	1.75	1.90	2.15

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo)—
¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREW DRIVERS—Machinists, No. 51, 50c each; 51½, 70c; 52, 80c; 52½, $1.00; 53, $1.10; 53½, $1.35; 54, $2.85; 210, $1.75; 215, $2.25; 218, $2.50.
Yankee Ratchet—No. 11, 2-inch, 65c each; 3, 80c; 4, 85c; 5, 95c; 6, $1.05; 8, $1.25; 10, $1.50. No. 12, $1.00; No. 15, 2-inch, 75c; 3, 80c; 4, 85c; 5, 90c. No. 30, $3.00; 31, $4.00; 35, $2.25; 60, $1.00; 130, $5.50.

SCREW DRIVERS—G. & P.—367—1¾, 35c; 3, 40c; 4, 45c.

SCREWS—Lag—Gimlet Point, Square Head—

	¼, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in	
	Doz.	100	Doz.	100	Doz.	100	Doz.	100	Doz.	100
1	.85	2.25	...	...	...	...	...	...	...	...
1¼	.35	2.25	...	...	...	...	...	...	...	...
1½	.35	2.25	.45	2.70	...	...	...	...	...	...
1¾	.40	2.45	.45	2.95	...	...	...	...	...	...
2	.40	2.45	.45	2.95	.65	4.10	...	...	...	...
2½	.45	2.65	.50	3.25	.70	4.50	1.05	6.50	...	...
3	.45	2.85	.55	3.50	.75	4.85	1.10	7.00	1.60	9.90
3½	.50	3.05	.60	3.75	.80	5.20	1.20	7.50	1.70	10.60
4	.50	3.25	.65	4.00	.85	5.55	1.30	8.00	1.80	11.30
4½	.55	3.45	.70	4.25	.95	5.90	1.35	8.50	1.90	12.00
5	.60	3.65	.70	4.50	1.00	6.25	1.45	9.00	2.00	12.70
5½	.60	3.85	.75	4.80	1.05	6.65	1.55	9.50	2.15	13.40
6	.65	4.05	.80	5.05	1.10	7.00	1.60	10.00	2.25	14.10
6½	...	...	.85	5.30	1.14	7.35	1.70	10.50	2.35	14.80
7	...	...	.90	5.55	1.25	7.70	1.75	11.00	2.50	15.50
7½	...	...	.95	5.80	1.30	8.10	1.85	11.50	2.60	16.20
8	...	...	1.00	6.10	1.35	8.45	1.90	12.00	2.70	16.90
9	...	...	...	...	1.45	9.15	2.10	13.00	2.90	18.30
10	...	...	...	...	1.60	9.90	2.25	14.00	3.15	19.70
12	...	...	...	...	1.80	11.30	2.55	16.00	3.60	22.50

SCYTHES—Bush—

No.	Each.
400	2.40
450	2.25
Weed—	
300	2.40
350	2.25

Grass—

No.	Each.
200	2.35
250	2.25
100	2.35
150	2.25

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $6.25; Galv., 26, $9.50; 28, $8.50. Rockface Siding, $9.50.

SHEETS—STEEL—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 14c cut, 10c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 16c cut, 12c full sheet.

SHIELDS—Expansion—Sebco—

3-16, each	.06	1	.40
¼, each	.07	Lead—	
5-16	.08	½x⅝	.04
⅜	.09	3-16x¾	.04
7-16	.11	3-16x1	.04
½	.15	¼x⅝	.06
⅝	.17	¼x1	.06
¾	.25	5-16x1	.06

SHINGLES—Tin, 5x7, $2.50; 7x10, $4.00.

SHOES—Horse—Light, extra light or snow. All sizes, 12c lb. Neverslip, Calked, B Patterns—set of 4—No. 0, $1.70; 1, $1.75; 2, $1.90; 3, $2.15; 4, $2.35; 5, 2.90; 6, $3.10; 7, $3.50.
Calks, Nos. 1 and 4, 5-16 and ⅜, $3.50 per 100; 7-16 and ½, $3.75; 9-16 and ⅝, $4.00. Mule, No. 00 and 0, 14c lb.; 1, 13c; 2 and larger, 18c. Steel Sleigh Shoes—Flat, 9c lb.; concave or convex, 12c; cast sleigh shoes, 7c.

SHOT—Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. bags), 20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, 20c lb.; B, BB, BBB, 20c lb.

SHOVELS—D Handle, Round Point, No. 102, $2.40 each; 201, $2.25; 401, $1.75; 1003, $2.15; 1004, $2.25; 1005, $2.50. D Handle, Square Point, No. 104, $1.75 each; 203, $2.25; 307, $2.75; 403, $1.75; 404 B, $1.75; 1009, $2.50; 1010, $2.25; 1111, $2.15; 1112, $2.25.
Long Handle, Round Point, No. 200, $2.25 each; 300, $2.25; 400, $1.75; 400 A, $2.10; 700, $2.25; 701, $2.50; 800, $2.50; 801, $2.50; 1000, $2.15; 1001, $2.25; 1002, $2.50.
Long Handle, Square Point, No. 103, $2.10 each; 202, $2.25; 304, $2.50; 402, $1.75; 702, $2.50; 1006, $2.15; 1007, $2.25; 1008, $2.50.

SLEDS—Hand and Coaster.

Flexible Flyer—		Jr. Racer	4.25
No. 1	$3.00	Racer	5.00
No. 2	3.50	Tux. Racer	7.50
No. 3	4.50	Fire Fly—	
No. 4	5.50	No. 9	$1.75
No. 5	7.50	No. 10	2.25
No. 6	15.00	No. 11	2.75
		No. 12	3.25

SMOOTH-ON—65c lb.

SOLDER—½ and ½, 60c lb.; No. 1, 90-100, 55c; Wiping, 40-60, 50c; Wire 50-50, 60c; Electrical Wire, 40-60, 50c.

SPORTING GOODS—

	Each		
Official Baseballs	2.50	Handballs	.35
Second Grade Babeb'ls	2.00	Boxing Gloves, 8-oz.	13.50
Playground B. B., Out or Plain Seam—		Striking Bags	9.00
14-inch	2.75	Championship Tennis Balls	.55
12-inch	2.50	Best Grade Rackets, Sutton	12.00
Baseball Bats, league	1.75	Cotton Gym Shirts	.75
Baseball Masks, "	10.00	White Running Pants	1.00
Chest Protectors	8.50	Bike Jockey Strap	.75
Official—		Rubber Soled Tennis Gym Shoes	1.95
Rugby Footballs	10.00	Rubber Soled Tennis or Gym High	2.25
Soccer Footballs	12.00	Basketball Shoes	5.00
Basketballs	15.00		
Volley Balls	8.00		

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RETAIL SELLING PRICES—Continued.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $7.00; Barnes 276, $8.80; Little Giant, 327½, $5.75; Acme Pressure 345, $8.50; Defiance, No. 324, $8.50.

STAPLES—Fence Wire—Polished, 8c lb.; galvanized, 9c. Poultry Wire—¾-inch, 15c lb.

STARRETTS TOOLS—Add to Catalogue—

Micrometers, 50%.	End Meas. Rods, 50%.
Thickness Gauges, 50%.	Caliper Gauges, 50%.
Gr. Flat Stock, 50%.	Micrometer Cases, 50%.
Handy Equiv. Table, 50%.	

Balance of Book (not itemized above) add to list 40%.

STEEL—Mild—See Iron. Tool, 22c; Drill, Com., 20c.

STOCKS AND DIES—

Easy			
2B	17.75	1112	46.20
5B	21.00	1118	47.85
7B	31.00	**Armstrong**	
52	21.00	No. 1 Pipe	8.25
55	28.00	No. 2	11.00
57	43.50	No. 2½	13.75
Little Giant		No. 3, 1¼ to 2-in.	16.25
5	30.25	**Common**	
7	46.20	No. 0 Pipe	7.25
9	47.85	No. 1	9.75
65	37.95	No. 2	13.00
67	59.40	Stocks Only—	
Green River		No. 1 pipe, Common	3.25
1124	25.00	No. 2 pipe, Common	7.25
1104	30.25	No. 2, Armstrong	3.75
		No. 3, Armstrong	6.00

STONES, SHARPENING—Aloxite or Carborundum—No. 107, $1.50 each; 108, $1.75; 109, $1.25; 110, $1.50; 111, $1.00; 112, 75c; 115 to 117, $1.50; 118, to 120, $1.25; 121, to 123, $1.00; 124, to 126, 80c; 130 to 132, 60c; 133 to 135, $1.25; 136 to 138, 75c; 142 to 144, 60c; 145 to 147, 40c. Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, $3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94, 60c.
Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOP AND WASTE—
Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—
½-inch, $1.25; ⅝-inch, $1.75.
No. 30 High Grade Cap Pattern T or Lever Handle—
½-inch, $1.50; ⅝-inch, $2.00.
Glauber or Muellers—
½-inch, $1.75; ⅝-inch, $2.25.
Compression—
½-inch, $2.25; ⅝-inch, $2.50.

SUPPORTS—Wagon Tongue—

Lindquists		Haggard Spiral	
1	2.00	0	1.35
2	2.50	1	1.75
3	3.25	2	1.90
		3	2.15

SWEEPERS, CARPET—Bissell's—American Queen (N), $6.50 each; Club (N), $14.00; Grand Rapids (N), $6.00; Grand Rapids (J), $5.00; Parlor Queen (N), $7.00; Princess (N), $6.25; Superba (N), $8.00; Universal (N), $5.50; Universal (J), $4.75.

TACKS—Bill Posters', No. 545 Wire, or 555 Cut, 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.
Carpet—434 Cut, or 484 Wire ¼-lb. papers, 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Cut, or Wire ⅛-lb. papers, 3, 5c box; 4, 5c; 6, 5c; 8, 5c; 10, 5c; 12, 5c. 495 Wire in bulk, 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Gimp—824—2½, 15c box; 3, 10c; 4, 10c; 6, 10c; 8, 10c.
Upholsterers'—304 Cut, ¼-lb. papers, 1¼, 15c box; 2, 15c; 2¼, 10c; 3, 10c; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. 305 Cut, or 355 Wire in bulk, 3 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Double Pointed—Blued, ⅛-lb. papers, 9, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued, in bulk, 209, 30c lb.; 210, 30c; 211, 30c; 212, 30c.

TAPES—MEASURING—(Lufkin)—

Asses' Skin	
No.	Each.
710	.60
713	.85
715	1.15
716	1.35
730	.70
733	1.00
735	1.35
736	1.65
Linen	
1030	1.10
1033	1.65
1035	2.25
1036	2.65
Metallic	
500 L	3.50
503 L	5.00
505 L	6.50
506 L	8.00
Pocket	
143	.95
145	1.10
165	.60
3143	.60
3175	.50
Surveyors'	
276 D	13.00
5100	9.00
Steel	
100	5.25
103	7.50
105	10.25
106	12.25
200	5.25

Steel Tapes—Continued—

200 D	5.25	265	7.25
203	8.50	266	9.50
203 D	8.50	550	4.25
205	12.00	553	5.00
205 D	12.00	555	6.50
206	14.75	556	8.25
206 D	14.75	1240	4.25
240	4.25	1243	4.75
243	5.00	1260	4.50
245	6.75	1263	5.25
246	8.50	1264	6.50
260	4.50	1265	7.00
268	5.50	1266	8.75

Comparative Nos. K. & E. and Starrett same price as Lufkin.
Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

TAPE—Friction—¼ lb., 35c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	13.35	15.60	16x18	51.60	60.65
7x9	15.85	18.40	16x20	56.85	66.35
9x9	18.25	21.35	16x24	64.75	75.35
9½x12	21.50	25.10	16x30	78.35	91.25
12x14	28.85	33.65	A or Wedge—		
12x18	35.60	41.60	5x7	8.50	9.85
14x16	37.85	44.40	7x7	10.70	12.50
14x20	47.00	54.60	7x9	12.85	15.05

Flys Half Price of Tent.
Wagon Covers—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.15	10.25	12x16	12.00	14.65
10x16	9.35	11.75	12x18	13.25	16.50

Stockmen's Bed Sheets, Single Filling—

Size	8 oz.	10 oz.	12 oz.	Size	8 oz.	10 oz.	12 oz.
6x12	4.50	5.85	6.75	7x14	7.55	9.80	11.00
6x14	5.30	6.75	7.90	7x16	8.90	11.25	12.70

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.

TIN—
Bar and Pig, $1.35 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.
Painted 1 side, 1c foot extra, two sides 2c.
Flashing, IC, 1x1, $3.25 per 100 feet; ¾x1, $3.25.
Shingles—5x7, $3.25 per 100 feet.
Valley—14-inch, 17c per foot, $15.00 per roll; 20-inch, 25c per foot, $22.00 per roll.

TORCHES—Clayton & Lambert—Alcohol, No. 28, $3.50 each. Gasoline, No. 14, $5.00 each; 37, $8.00; 38, $8.50; 31, $9.25; 32, $9.50; 48, $11.00; 61, $8.50; 62, $12.00; 112, $7.55; 114, $7.15.
Kerosene—No. 95, $9.50 each; 96, $11.50.

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood (1), $2.00; Edgewood (2), $2.00; Avis (1), $2.40; Avis (2), $2.25; Avis (3), $2.00; Perfect, $1.45.
Game—No. 0 Newhouse, 45c each; 1 Newhouse, 55c; 1½ Newhouse, 80c; 2 Newhouse, $1.15; 3 Newhouse, $1.60; 4 Newhouse, $1.75; 5 Newhouse, $12.00; 1 Oneida Jump, 35c; 1½ Oneida Jump, 45c; 2 Oneida Jump, 70c; 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 50c; 3 Victor, 70c; 4 Victor, 80c.
Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.
Mole—Reddick, $1.10 each; Out-O-Sight, $1.35.
Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 15c; Delusion, 25c; Holdem, 50c; Cage, 25c.
Rat—Sure Catch, 15c each; Security, 25c; Holdem, small, 75c; Holdem, large, $1.00.

TROUGH—

Eaves—		5 inch, per doz.	.35
4 inch	.12½	6 inch, per doz.	.40
5 inch	.15	**End Caps—**	
6 inch	.18	4 inch	.15
Mitres—		5 inch	.20
4 inch	.45	6 inch	.25
5 inch	.50	**End Pc. Comp.—**	
6 inch	.60	4 inch	.25
Hangers—Wire—		5 inch	.30
4 inch, per doz.	.30	6 inch	.35

TROWELS (BRICK)—Farmers, No. 555 (Handy), 25c each. Standard, No. 55, 8 to 12 (177), $1.00 each.
Disston—No. 10, 10½, $1.65 each; 11, $1.75; 11½, $1.80; 12, $1.90; 13, $2.00; 14, $2.15.
Marshalltown—19W 10½, $1.50 each; 11, $1.50; 11½, $1.50. 17L 11, $1.75; 11½, $1.75.

TWINE—Sacking—J. K. B. (22 Karat), 65c lb.; 3-ply Excelsior (Hercules), $1.20; 4-ply Golden Gate (Cascade), $1.50; 3-ply Holley, $1.20; 5-ply Hudson (Perfection), $1.50.

TWINE—Cotton—Wrapping, $1.00 lb.; Budding, $1.00 lb.; Flax, No. 18 B B, 55c lb.; 24 B B, 55c; 18 B C, 65c; 24 B C, 65c; 36 B C, 65c; 30 Sacking, 65c; 40 Sacking, 65c; 33 Hemp—No. 4½, 45c lb.; 6, 45c; 07, 45c.

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BUSINESS OPPORTUNITIES

FOR SALE

Hardware store, whole or half interest. Fifteen years in present location, good live town. $1,100.00 stock, can be reduced if necessary.

Davey Bros., Anacortes, Wash.

WANTED

One Battery Oil Tank and one Bolt Case containing 135 to 150 closed bins. Give full description and price of each.

HAMP WILLIAMS HDWE. CO.,
Hot Springs, Arkansas.

POSITION WANTED

Paint man wants retail sales position, where I can have the opportunity to make good. I know the game from the ladder, counter, factory and road. Satisfactory references. R. F. McIntosh, Bremerton, Wash.

AN OPPORTUNITY

For a young, ambitious, enterprising hardware man who has some business experience, familiar with hardware and implement lines, to assist in editing publication. Prefer one familiar with association work. Address J. J. P., care HARDWARE WORLD.

WANTED

Hardware stores bought, sold and exchanged. What have you? Describe fully; correspondence confidential. Buyers get our guarantee. If you want a partner ask us. Herbert Company, 904J Webster Building, Chicago, Illinois.

WANTED

Experienced hardware salesman wanted at once for mechanic tools department. Must be able to furnish first-class reference as to experience and ability. In reply state age and salary expected.

CAMPBELL HARDWARE CO.,
First and Madison, Seattle, Wash.

WANTED

I want a hardware and implement stock on the Pacific Coast. Will trade a highly improved farm near Yolos, North Dakota, 98 per cent tillable, 480 acres in wheat; price, $32,000; clear of debts; crops and all included. For particulars address, Dakota, care the HARDWARE WORLD.

WANTED

Young man with thorough knowledge of hardware and kitchen ware in a large retail store with high class trade and a good location. Must be live, energetic, neat appearing and courteous. Must furnish first-class references. State experience and salary expected. Address O. H. C., care HARDWARE WORLD.

FOR SALE

My stock of hardware. Invoice about $6,000. Will also sell or rent building, size 30x75, with wareroom 24x65. Reason for selling, am getting along in years and wish to retire. Stock and building are free from all incumbrance. I am offering this stock at a discount. Address W. E. Kornbaum, Hanover, Kansas.

FOR SALE

Old established hardware, plumbing, wall paper, paints, sash and door business in Seattle, Washington. Stock will invoice about $60,000. Building about $65,000. Business is successful, but the owner desires to retire from business. Address J. V. Holton Co., 220 Marion St., Seattle Washington.

FOR EXCHANGE

City residence property to trade for small hardware stock. States of Washington or Oregon preferred. Address W. L. Richards, 1015 N. Anderson St., Tacoma, Wash.

SITUATION WANTED

Hardware man, age 34, married, 15 years' experience retail and wholesale. Salesman, buyer and manager. Capable, experienced, reliable and the ability for results. At present employed as manager of retail department in wholesale house. Will make change for connection with good reliable hardware firm that has a permanent future. Address Box K. I., HARDWARE WORLD.

WANTED

Agency for Rockland County and Northern New Jersey, builders' materials, hardware and specialties. Address H. H. Randall, Pearl River, New York.

FOR SALE

Well selected stock of hardware for sale. Clean stock. Owned by an estate and must be converted into cash. A good buy for someone. Address R. H. Macartney, Executor, care Security National Bank, Cheney, Wash.

FOR SALE

General store — hardware, paints and groceries. Good business and property. Income from rent alone $110 month. Established 15 years, same owner. No competition in hardware or paints. Travel by door more than 600 autos and wagons per hour. Price $1500. Half or more cash, balance 7 per cent. W. S. Halsey, 900-902 San Fernando Road, Los Angeles, Cal.

POSITION WANTED

Young man twenty-nine years of age with executive ability would like managerial or traveling position. Ten years' experience hardware, house furnishings, sporting goods and window trimming. At present holding responsible position with large retail concern. Highest grade references furnished. Excellent past record; can produce results. Address Box 1322, HARDWARE WORLD.

POSITION WANTED

A man with seven successful years' experience as manager and buyer of hardware and housefurnishings, in his present location, wants to make a change on account of family, and locate in some town or coast city in Southern California where he can make a permanent home. Address Box 293, Ray, Arizona.

WANTED

Experienced traveling salesman with thorough knowledge general hardware, ambitious and of good character, to handle highly developed territory in Rocky Mountain region. Do not reply unless fully qualified. In writing give full information, sales record, age, etc. Drawing account and percentage of profits to right man. Advertiser is a wholesale hardware company doing a large business. Address S. L. C., HARDWARE WORLD.

Can you write your hardware experience? Would you be interested in a position on an association or house organ? If so, we know something that might interest you. Give full particulars as to yourself, experience, how long and who with, what you believe your ability is, and the salary which you would want. Address J. J. P., care HARDWARE WORLD.

FOR SALE—$100

For sale—1 Green River Power Threading Machine, No. 42, Fig. 781, complete with pipe dies ⅛-in. to 2-in. Bolt Tans and Dies ¼-in. to 1¼-in., in good usable condition, for $100. Address Franzen Hardware Co., Riverside, Cal.

POSITION WANTED

As manager and buyer of hardware department or hardware and implement department combined, by man with 10 years' California experience. Now with one of the largest firms in that state. Reason for wanting to make a change: I do not like present location. Address, Manager and Buyer, care HARDWARE WORLD.

FOR SALE

Clean Hardware, Furniture and Implement stock in one of the best locations in the Willamette Valley, Oregon. Doing a prosperous business. Will invoice about $40,000. Reason for selling on account of recent death of partner. Established thirty years. Will bear investigation. Address "L. O.," care HARDWARE WORLD.

FOR SALE

In a good, clean Nebraska town—a New Brick Hardware Store Building—located on one of the best corner lots on Main St.—Lot 50x240 feet; building 30x90 feet, with 9-ft. cemented basement for shop or storage—with elevator, revolving nail bins, furnace and electric lights. All fixtures are up to date. Will sell building, fixtures and stock; or sell building and fixtures separate. The business has been established 30 years. The best of reasons for selling. Address "Nebraska," care of HARDWARE WORLD, Boatmen's Bank Building, St. Louis, Mo.

FOR SALE OR EXCHANGE

We have for sale or exchange the following:

1 New Era Gas Engine, No. 1073, 15 H. P.
20-inch Crescent Jointer.
1 36-inch J. A. Fay & Egen Band Saw.
1 L. G. McKnight 24-inch Sander.
1 Pony Planer, 24-inch.
1 Boring Machine.

Machines complete with counter shafts. This machinery has been in use about six months. The cost today would be from $1500 to $1600. We will sell it for $850 or exchange it for hardware, automobile or truck.

Address Steubenville Hardware & Supply Co., Steubenville, Ohio.

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To sell a line of quality specialties, including Sash Chain, Sheet Metal Screws (cheaper and better than stove bolts), Expansion Bolts and Sheet Metal Hand Punches, on commission.

Liberal treatment, good commissions and protection on all accounts created. Salesmen making over $200 monthly on this "side line."

If calling on building supply, hardware and sheet metal concerns send full particulars regarding lines now handled, how often territory is covered and what part of time could be devoted to our line.

If we are not represented in your territory this is an opportunity that should not be overlooked—if you are a salesman.

PARKER SUPPLY CO., Inc.,
735 East 135th St., New York.
"We Ship Sudden"

DI-MEL-INE
PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 15-20 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.).....$48.00
Jobber's Assortment (12 Doz.).....$16.80
Open Stock, all colors, per gross.....$16.80
2% Freight allowance. F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MAHLER PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

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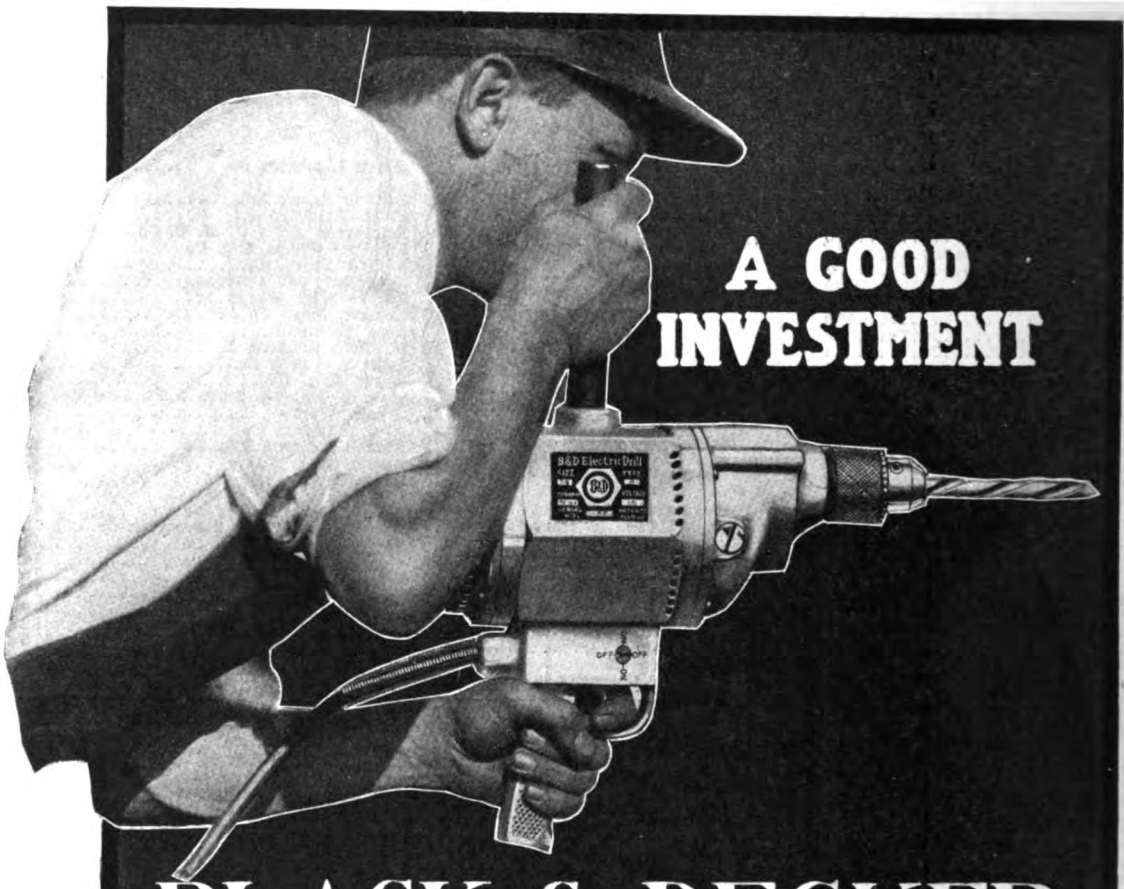
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Portable Electric Drills

"With the Pistol Grip and Trigger Switch"

You hold these drills in the natural way with forefinger on the trigger which controls the switch. When the drill breaks through the work your grip instinctively tightens and you pull the trigger, stopping the drill without changing position of either hand. This eliminates the possibility of drill sagging and breaking your bit. **Black & Decker Portable Electric Drills are designed for long service and have back of them years of experience in drill manufacture. They operate on any current from Direct to 60 cycle Alternating.**

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Manufacturers of the Lectroflater Electric Air Compressors Portable Electric Drills and Electric Valve Grinders

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High Grade Tools for High Grade Workmen

The High Quality of our Tools, also good service rendered the Government and the trade, helped Uncle Sam win the war.

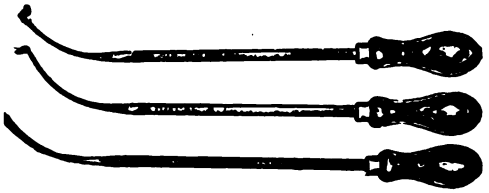
With our increased facilities we expect to meet all demands and will appreciate your continued orders.



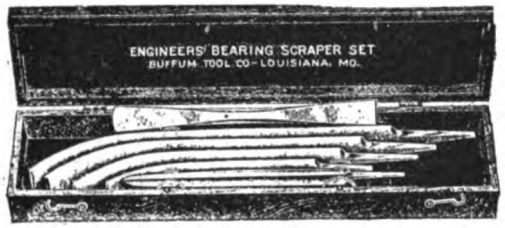
"Reliable" Sickle Section Punch. Standard Sizes



Machinist's Auto Punch "Special" and "Reliable" Brands



No. 1771 Carbon Scraper Set List $7.20 Doz.



No. 1750 Straight List $4.00 per Set
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"Reliable" Octagon Hand Punch, Cold Ends



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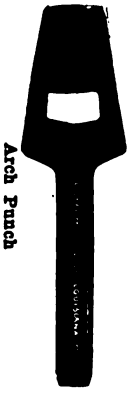
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Three Cornered Bearing Scraper
No. 1754 3½-in. List $3.00 per Doz.
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Cold Chisel



Arch Punch

C. W. GAUSE CO., Western Sales Agents

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The live hardware dealer says:

"What is a question of diameter between these two?

"The water gets into a garden hose through a faucet and gets out through a nozzle.

"Faucets, couplings, nozzles, and other water fittings are a standard size, ½-inch in diameter.

"It is true that hose should be a little larger than fittings to insure good water delivery. ⅝ths-inch is just the right size.

"BULL DOG, GOOD LUCK and MILO Brands are all ⅝ths hose"

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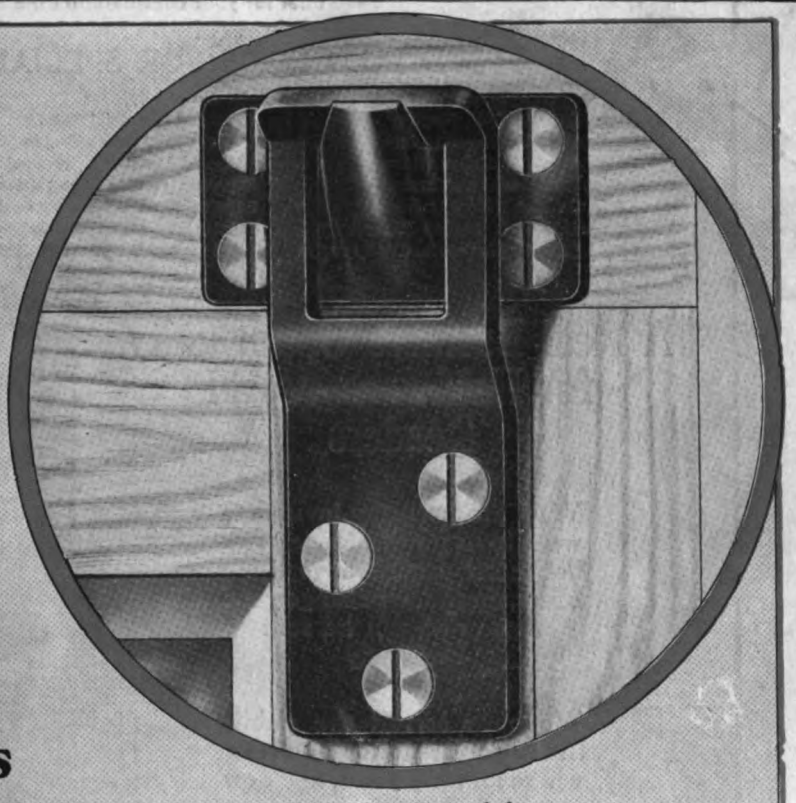
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Hardware World

·PLUMBING AND HEATING·

NOVEMBER, 1919





Says

"Now is the time to sell

STANLEY

STORM SASH HARDWARE"

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WHEN YOU SELL

SAPOLIN

Enamels, Stains, Gildings Varnishes, Bronze Powders and Bronzing Liquids

YOU SATISFY YOUR CUSTOMERS AND EARN PROFIT

We offer for your consideration the following

"SPECIAL GOODS FOR SPECIAL PURPOSES"

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Sapolin Gilding Powders	Sapolin Varnish Stains	Sapolin Auto Enamel
Sapolin Aluminum Glaze	Sapolin Stove Pipe Enamel	Sapolin Furniture Polish
Sapolin Aluminum Enamel	Sapolin Varnish Specialties	Sapolin Bathtub Enamel
Sapolin Hot Pipe Aluminum	Sapolin Wire Screen Enamel	Sapolin Bronzing Liquids
Sapolin Motor & Engine Enamel	Sapolin Carriage Gloss Colors	Sapolin Floor & Furniture Stains
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WHITLOCK CORDAGE COMPANY

46 South Street, New York

Chicago Office, 1303 Chamber of Commerce.

KANSAS CITY BRANCH, 339 Railway Exchange Building



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Hardware World

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HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c. per year, or three years for $1.00. Entered as second class matter, under act of Congress, at Portland, Oregon. T. M. Shearman, Editor and Manager. Raymond L. Shearman, Associate Editor.

Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor Street, Portland, Ore. | 1220 Boatmen's Bank Bldg. St. Louis, Mo. | Suite 533 Phelan Bldg. San Francisco | 70 Fifth Ave. New York | 204 Scott Bldg. Salt Lake, Utah | 507 Pioneer Bldg. Seattle, Wash.

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"In towns that have no Agent Don't wait," says Winthrop Wise. "If you're a hustling dealer Take hold of Kyanize."

6 big helps

To Boost ONE Dealer's Trade

Our idea is to select only ONE progressive, up-to-the-minute dealer in each locality—give him the full benefit of our big advertising campaign and work with him and for him to obtain the cream of the varnish and enamel business in his locality.

Kyanize Quality itself is the kind that brings repeat business. Once you sell a can of Kyanize you may count on seeing that customer again and again for more.

QUALITY GOODS GUARANTEED

EXCLUSIVE AGENTS PROTECTED

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DEALER'S MAIL ADVERTISING

TRADE BUILDING DISPLAYS

EFFECTIVE NEWSPAPER ELECTROS

Kyanize VARNISH

The Business-Building Varnishes and Enamels

These high grade products offer up-to-the-minute dealers a better avenue of profit than ever.

Our advertising plans for this season are more powerful and of wider scope than ever before. The leading magazines will carry stronger advertisements than ever.

New window and store display material is ready that will positively tie-up your store to the big magazine campaign.

Winthrop Wise is back. Old Kyanize Agents will rejoice at the news of the return of this Kyanize salesman extraordinary—new dealers will welcome the jingle he brings to their cash registers.

Live Dealers, Come—Grasp This Opportunity

No town will long be without a Kyanize Exclusive Agent. If there is no Kyanize store in your locality, write for particulars today. Ours is a proposition that will interest you if you are a hustling, wide awake merchant. Take a minute NOW to ask us for particulars. A postal will do—but send it NOW.

BOSTON VARNISH COMPANY

Everett Station, Boston, Mass., U. S. A.

San Francisco Warehouse and Office 269 Eighth Street

Chicago Warehouse and Office 519 Roosevelt Road

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Bogardus, Wickens, Ltd., Vancouver, B. C.

Campbell Hdw. Co., Seattle, Wash.

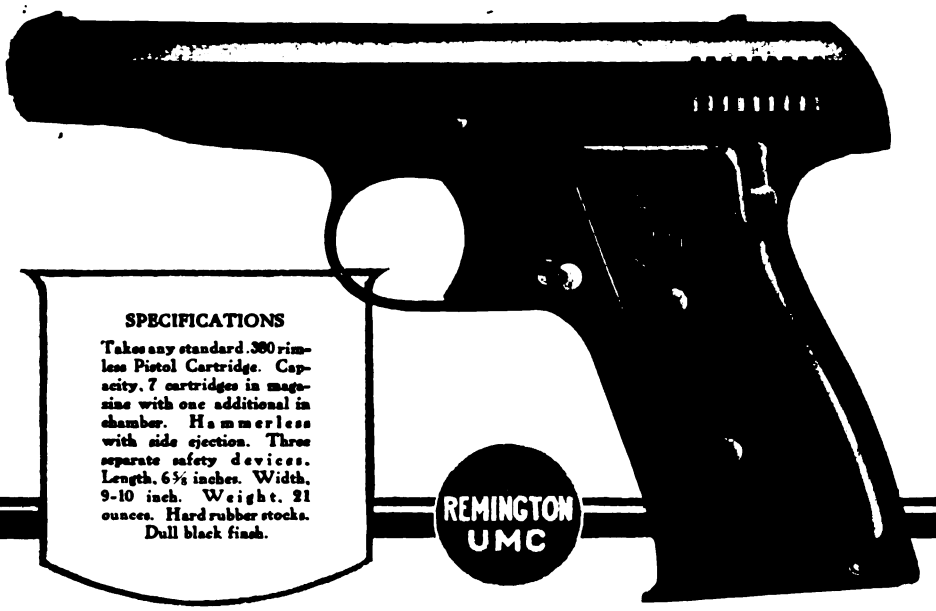
Sunset Paint Co., Los Angeles, Calif., and El Paso, Tex.

Timms, Cress & Co., Inc., Portland, Or.

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The *New* Remington .380 Automatic Pistol

THE *New* Remington .380 Automatic Pistol is the result of several years' intensive effort to improve upon existing models of pocket firearms. It is superior in many ways, particularly in that it is especially designed to fit the hand and has a remarkable self-aiming quality; but above all it is *completely* safe.

1. The automatic grip safety prevents firing unless handle is grasped and trigger pulled; permits carrying fully cocked with entire safety.
2. Thumb-operated safety lever adds safety when pistol is laid away or carried.
3. Magazine-removal automatic safety device prevents possibility of firing if cartridge is left in chamber when magazine has been removed.

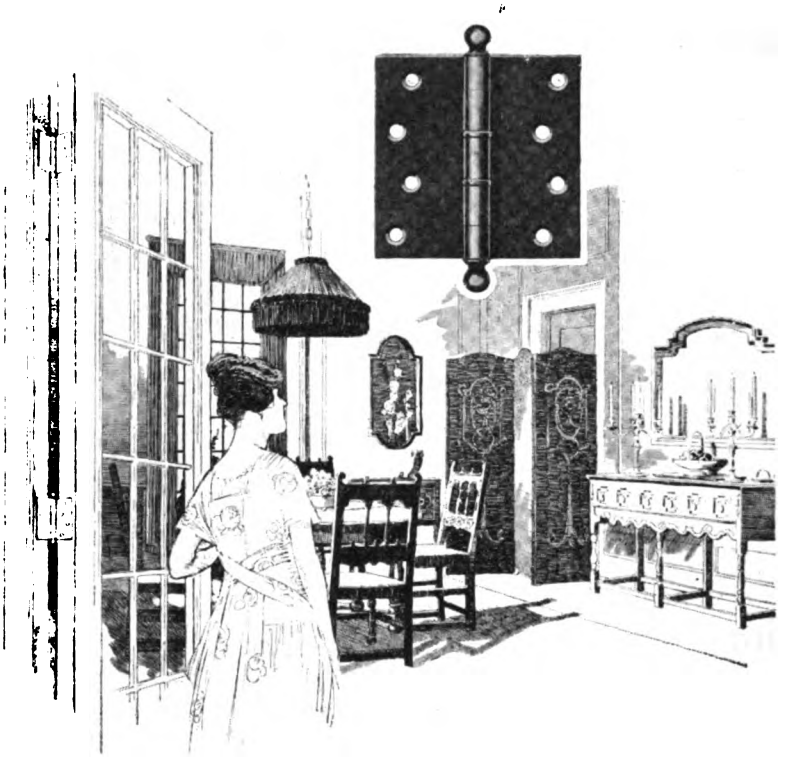
In addition, this Model 51 is superior in lightness, compactness and in the number (eight) and speed of shots that can be fired from one loading, and it shows the usual Remington craftsmanship from butt to muzzle.

Every dealer will recognize the possibilities of the *New* Remington .380 Automatic Pistol as a merchandising proposition. Write us for information on the Model 51.

ASK YOUR JOBBER

THE REMINGTON ARMS UNION METALLIC CARTRIDGE CO., Inc.
Woolworth Building New York City

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McKINNEY BUTTS
For every door in every room

In homes and other buildings equipped with McKinney Butts door troubles are unknown—no sagging doors to chafe and destroy the woodwork—no nerve-racking squeaks as doors are opened and closed.

Despite the careful selection of materials and expert workmanship McKinney Wrought Steel Butts are inspected many times before they receive our stamp of approval. You can always tell a McKinney Butt by its smooth, even surface, clean cut edges, accurately-fitted joints and beautiful finish—and the quality never varies.

Interesting Butt Booklet will be sent upon request.

McKINNEY MANUFACTURING COMPANY

WROUGHT STEEL McK BUILDERS' HARDWARE

PITTSBURGH, PA.

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PEXTO

TOOLS

FOR USE ABOUT THE HOME AND FARM
FOR THE MECHANIC IN EVERY TRADE





Add This Salesman

Good as Pexto Pruning Shears are, they **sell better** for the way they challenge every customer's pocket-book when displayed on the silent salesman opposite.

The Shears are beautifully finished and skillfully designed. But the way Pexto Quality wears is the point that sticks in the minds of folks who choose them. The hooks and blades are curved to insure easiest action; and the bevel of the blades **makes** them cut easily. Many types have adjusting nuts and regulating ratchets to insure constantly close and firm adjustment. All are guaranteed.

Pexto tools include: Braces, Auger Bits, Chisels, Pliers, Wrenches, Pipe Wrenches, Hammers, Hatchets, Screw Drivers, Squares, Dividers, Compasses, Pruning Shears, Snips for Cutting Tin and Sheet Metal, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Locks and Hardware

THE LITTLE PRUNING BOOK

Pexto Pruning Shears Display Boards, beautifully lithographed, stand or hang, size 19"x27", and accommodate thirteen of the twenty-four Pexto styles. The shears for display boards come two dozen to a carton, and each number is in separate box within the carton.

A Practical Pruning Guide

The Little Pruning Book by F. F. Rockwell, a widely known writer with practical pruning experience, tells how, when and where to prune for the most vigorous and healthy growth. The published re-sale price of this 48-page book is 50 cents a copy.

THE PECK, STOW & WILCOX COMPANY

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.

Southington, Conn. **Cleveland, Ohio**

Address correspondence to 2001 W. Third St., Cleveland, Ohio

100% American for 100 years. **Established in 1819**

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ROUND CORD PULLEY CHAIN

PATENT APPLIED FOR

GUARANTEED to operate over any common cord pulley, and is stronger and more economical than sash cord.

Get rid of the troublesome and unreliable sash cord, and standardize on the modern product, the latest thing out—"ACCO" Round Cord Pulley Chain. Guaranteed to operate freely and smoothly over any common cord pulley. Will not kink

Infinitely stronger than sash cord and will not stretch or rot—practically ever-lasting. **Costs no more than common grade sash cord.**

In case of fire "ACCO" Round Cord Pulley Chain won't burn. It will keep the windows closed, prevent drafts and the spread of a conflagration. Looked upon with favor by fire insurance companies.

"ACCO" Round Cord Pulley Chain

is made of the best steel obtainable, and blanked and assembled on specially designed automatic machines. Its strength is uniform throughout.

The builder likes "ACCO" Round Cord Pulley Chain because there is no waste. It can be cut into exact lengths, and the quantity required checked. You can hang more sash with "ACCO" Round Cord Pulley Chain than you can with sash cord. There's no knotting—it's all used.

"ACCO" Round Cord Pulley Chain is easily handled, and won't deteriorate in stock. It is packed in strong cloth bags containing 100 feet of chain, with 20 weight fixtures—enough for five double hung sashes.

"ACCO" Round Cord Pulley Chain comes in two finishes—Coppered Steel and S. R. P. (Special Rust Proof). Order from your regular jobber. If his stock hasn't arrived, write us direct. We'll give you immediate delivery.

MANUFACTURED ONLY BY

AMERICAN CHAIN COMPANY

INCORPORATED

BRIDGEPORT, CONN., U.S.A.

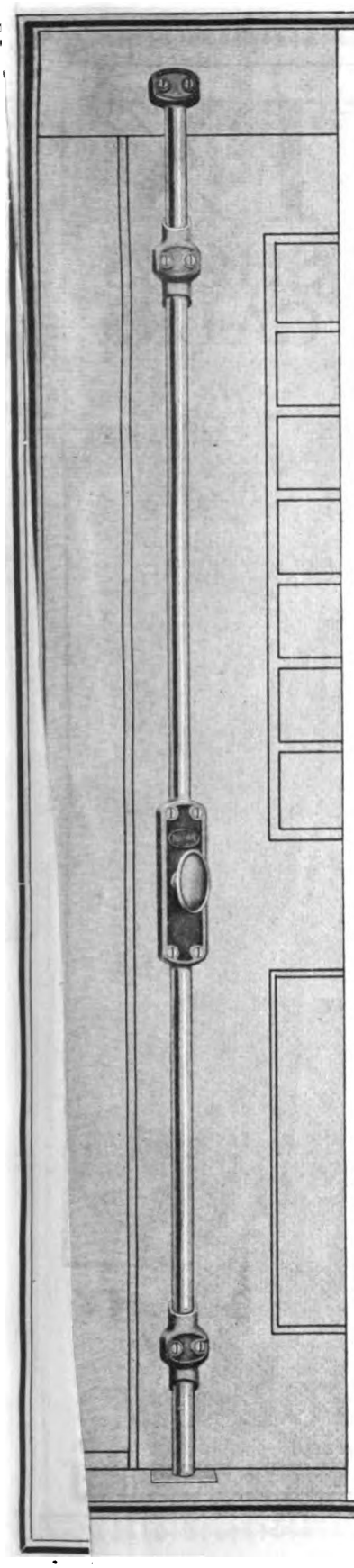
IN CANADA: DOMINION CHAIN CO. LTD., NIAGARA FALLS, ONT.

General Sales Office, New York City

DISTRICT SALES OFFICES: CHICAGO, PITTSBURGH, BOSTON, PHILADELPHIA, PORTLAND, ORE., SAN FRANCISCO

Largest Chain Manufacturers in the World

Digitized by Google



RUSSWIN

RUSSELL & ERWIN

CREMONE BOLTS

Cast Iron

Case, Guide and Top Strike of Cast Iron. Five-eighths inch Oval Steel Rod.

Number	Description
9	Unfinished, for painting
29	Ebony Black
229	Natural Bronze Plated
329	Dull Brass Finish
429	Antique Copper Finish

Size of case 5¼ x 1½ inches.
Regularly furnished with rods 8 feet 6 inches in length.
Special lengths to order.

One in a Package, with Screws

RUSSELL & ERWIN MFG. CO.,
The American Hardware Corporation Successor
New Britain, - Conn.

NEW YORK SAN FRANCISCO CHICAGO LONDON, ENG.

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PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK BY THE FOLLOWING HOUSES

W. T. McFIE SUPPLY COMPANY
Los Angeles, California

THE VALLEY MERCANTILE CO
Hamilton, Montana

MONTANA HARDWARE CO.
Butte, Montana

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELFER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah Pocatello, Idaho

GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHER COMPANY
Sacramento, California

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK

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A very hard steel ball is pressed into the surface of the forging, at regulated pressure and the indentation thus made varies in size according to the degree of hardness of the metal. This is the Brinell Machine, in connection with which indentations have been taken for every grade of steel in every condition of heat treatment so that it is possible to produce forgings to any desired degree of machineability. Science countenances no guesses or approximations in modern forge practice.

Round Shoulders

IN men and in nuts, round shoulders mean life has been too much for them.

To your upstanding workman, the scarred face of a round-shouldered nut is a mark of disgrace.

So he demands a Billings & Spencer Triangle B wrench because (having a reputation of his own) he likes theirs.

You can safely take a workman's word for what is right in tools.

He will tell you the Triangle B wrench fits his hand as if it were glad to work with him—its steel is tough (not brittle) with a hidden something in its makeup which means honest years of service instead of dishonest months of trouble.

That hidden something took several thousand men fifty years to make. It is the value behind the Triangle B trade-mark. On a tool, a drop forging or a great machine, it says "Rely on me," and it has said that to the world of industry since the days of the Civil War.

Remember the last time you worked over a difficult nut? Did your wrench slip just a little and make the hard job harder? Triangle B wrenches would have helped instead of hindering—they fit those hard-to-get-at-nuts, cleanly, surely, without a slip.

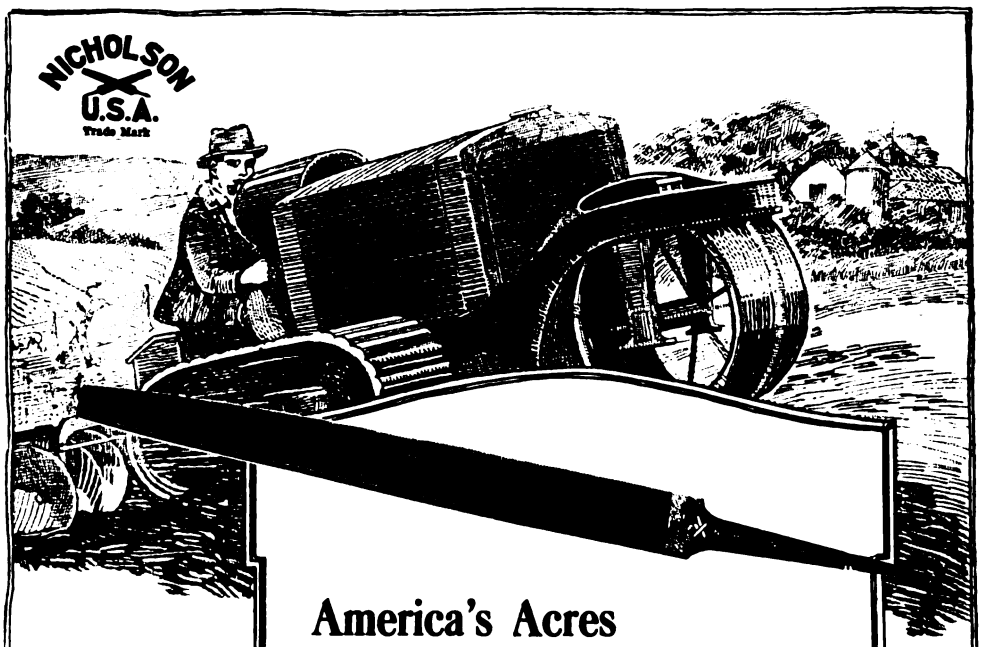
Your hardware dealer or your garage accessory man will approve your judgment when you say Triangle B or Billings & Spencer.

He likes to sell satisfaction.

The Billings & Spencer Co
Hartford

The First Commercial Drop Forging Plant in America

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America's Acres are Tractor-Tilled

The wheat and corn acreage of America saved the World from starvation, and the American tractor made that acreage possible. Yet tractor tillage is in but its infancy. Tractors adapted to all tillage conditions are already developed or in the making, and

Nicholson Files

are playing a worthy part in this significant development—smoothing and shaping the parts of these power units of Agriculture. In the tool box of the working tractor, too, is found most frequently the File that Cuts FASTEST and SMOOTHEST.



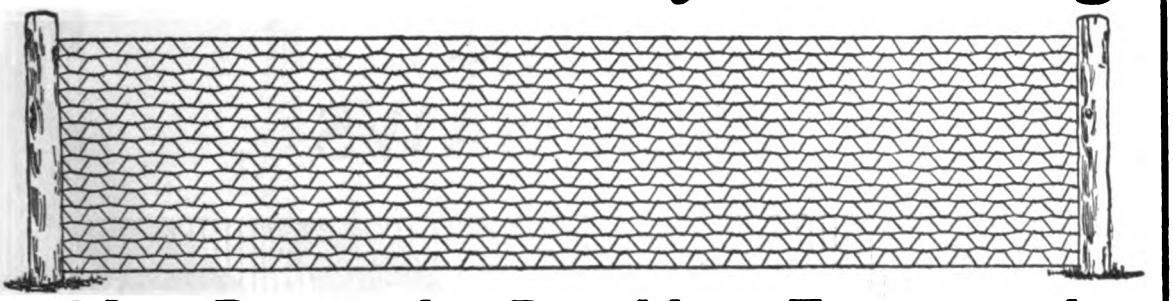
Write for our Catalog and for File Filosophy—a most instructive booklet about files and their use.

Nicholson File Company

Providence, R. I., U. S. A.

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"WW" Poultry Fencing



Most Practical—Durable—Economical Poultry Fencing on the Market



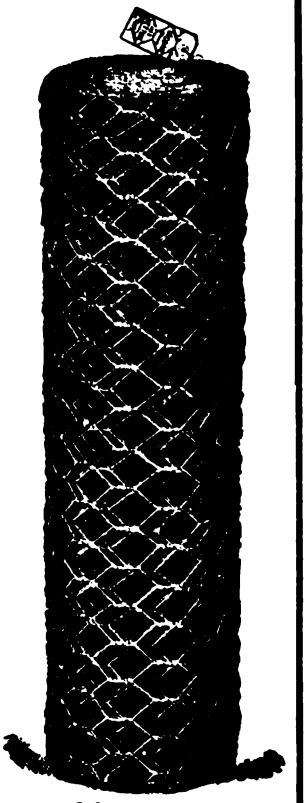
Wickwire Brand Hex Nettings

Galvanized Before or After Weaving

Wickwire Screen Wire Cloth

Cortland Painted Wire Cloth

Made from Hard Drawn Steel Wire



Wickwire White Metal Finish Wire Cloth

Heavily coated with high-grade spelter or zinc by the old fashioned hot process method, recognized the world over as the most approved method of applying a durable zinc coat to iron or steel.

Wickwire Bronze Wire Cloth

Made from Hard Drawn Bronze Wire

WICKWIRE BROTHERS CORTLAND NEW YORK

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TESTING HACK SAWS

Hack Saws all look very much alike, but there is all the difference in the world in the way they cut, and stand up under the work which they are required to do.

You cannot find out how a Blade will work in a power machine by trying it in a hand frame. Neither can you determine how it will cut machine steel by trying it on high speed steel, nor which brand of blade will do your work best by simply trying one or a dozen of them.

The only sure test to determine the adaptability of a blade for your particular work is to give it the test of continuous use, for a reasonable length of time, in your own shops under normal conditions.

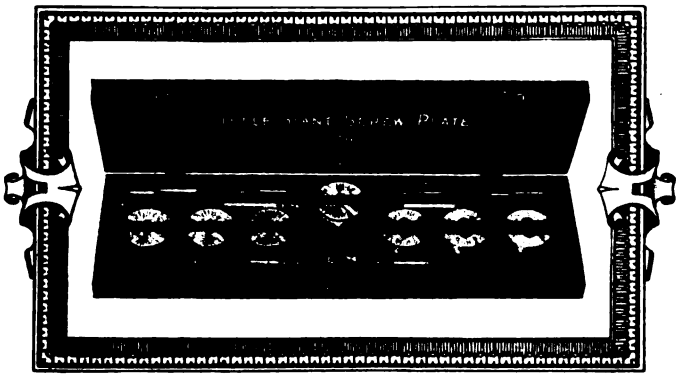
Goodell-Pratt Hack Saw Blades are made to meet such tests as these, because they are improved in design, and made in accordance with the latest and best shop practice.

GP 888 G GP 777

GOODELL-PRATT COMPANY, Greenfield, Mass., U. S. A.

Toolsmiths

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Saving the Farmer Money

Farmers have been losing thousands of dollars because they did not keep their implements in good repair. But they are watching these things more closely now.

Are you ready for the farm repair business that is coming to you?

You will be, if your equipment includes

Look for the trademark

SCREW PLATES

These tools do the sort of work that meets the farmer's most critical standards.

Moreover, they help get work done on "Promise Schedule" and get it done right.

Built of dependable steel, reasonable in price, they have been an absolute necessity in good shops for nearly fifty years.

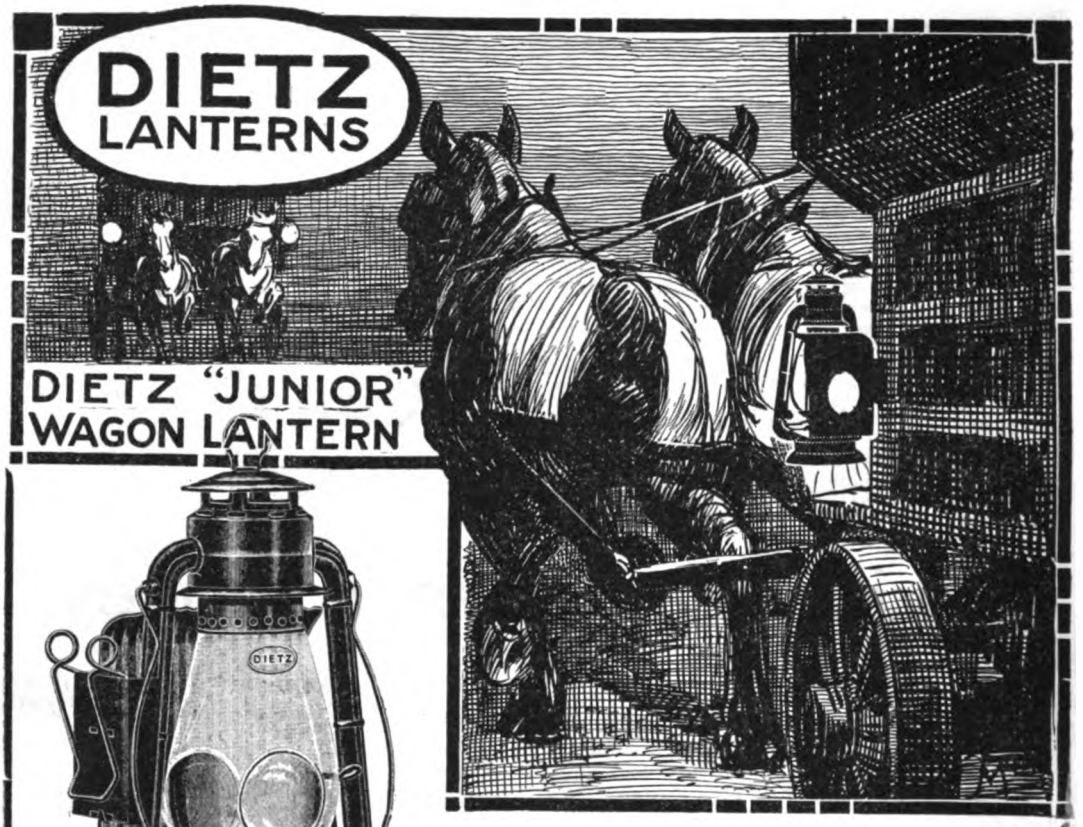
"LITTLE GIANT," "O. K.," "GREEN RIVER," "LIGHTNING,"
The Screw Plates that save you dollars.

Our catalog shows cuts of special Screw Plates for all kinds of auto repair work. Requests will be promptly complied with

GREENFIELD
TAP & DIE CORPORATION
Greenfield, Massachusetts, U.S.A.
World's Largest Manufacturers of Screw Cutting Tools

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DIETZ LANTERNS



DIETZ "JUNIOR" WAGON LANTERN

Cold Blast Combustion.

Equipped with a Ruby Rear Danger Signal.

Made for both right and left hand sides of vehicles.

Height, 12 inches, 10 C. Power.

Burns 13 hours.

THE RAPID INCREASE of motor driven vehicles on well traveled roads everywhere makes it imperative to protect horse drawn vehicles with good Lanterns for safety's sake alone.

Dietz "Junior" Wagon Lanterns have become very popular because of their convenient size and thoroughly reliable lighting and wearing qualities. They comply with all road laws.

It pays to stock a few Dietz "Junior" Wagon Lanterns. The profit is right and the demand is good.

R. E. DIETZ COMPANY

NEW YORK

Largest Makers of Lanterns in the World

Founded 1840

More Quality—More Demand—More Sales—More Profit

Your Jobber Stocks DIETZ Lanterns

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The apprentice says:

"Almost the first tool I ever heard of was a Starrett 'mike.' Somebody pinched Dad's out of his jumper pocket and the fuss he made showed he thought it was *some* tool, even if he had had it close on twenty years.

"When I got into the shop myself, I noticed the toolmakers and everybody who had 'fussy' jobs preferred Starrett Tools.

"There's something about 'em that the fellows like. Yeh! They're accurate and they're convenient, but I guess the fact that the men who make 'em are pretty good mechanics themselves, has something to do with it.

"What? Sure I'm getting me a set of Starrett Tools—I need 'em every day. Yes, I got me one of those seventy-five cent Starrett Apprentice Books, too. It saves me asking the foreman a question every five minutes. Now, when I want to know how to do something, I can look in the book and study it out myself."



Starrett Tools



The L. S. STARRETT COMPANY

THE WORLD'S GREATEST TOOLMAKERS

Manufacturers of Hack Saws Unexcelled

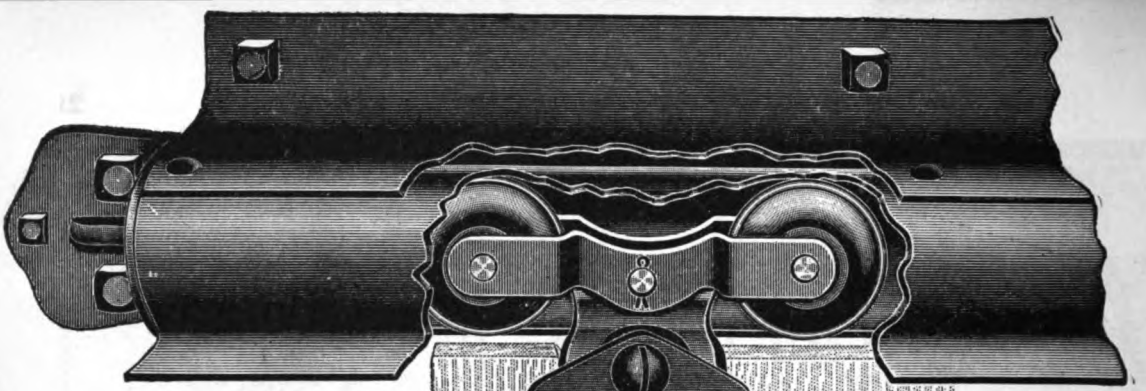
ATHOL, MASS.

For thirty-nine years Starrett Tools have measured the accuracy of the world's work. Catalogue No. 21 B F free upon request.



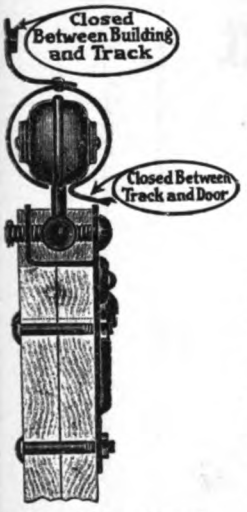
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Used with any type of Cannon Ball Hanger

"SEAL-TITE" CANNON BALL



Sectional View of Seal-Tite Cannon Ball Track
Tight fitting shed above the track keeps rain, sleet and snow from getting behind the door; a flange extending out from under the track keeps wind from blowing in between the door and the track.

Sold With Exclusive Agency

Here is your chance to get the exclusive sale in your territory of a track possessing all the well known advantages of Cannon Ball with the weath rproof features added.

An assured fast seller in your territory because of the l ng established popularity of "Cannon Ball." Every farmer knows the name—every farmer will want "Cannon Ball" in the "Seal-Tite" construction. Write and ask about our exclusive agency proposition.

Remember that getting the sale of any article in the STAR Line means getting the sales help of STAR men in your territory.

Ours is a complete line of barn and farm building equipment. When we sell stalls and stanchions, litter carriers, water bowls, etc., we solicit orders for door hangers and hay tools as well. Naturally this means more business for our dealer in the territory.

Let us send you our complete catalog and barn book, and outline our exclusive agency for "SEAL-TITE" Cannon Ball Track.

HUNT, HELM, FERRIS & CO.
Complete Barn Outfitters
Harvard, Ill. Albany, N. Y.
Designers and Manufacturers of

STAR Equipment

The STAR Line

Barn Equipment
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters and Other Farm Specialties

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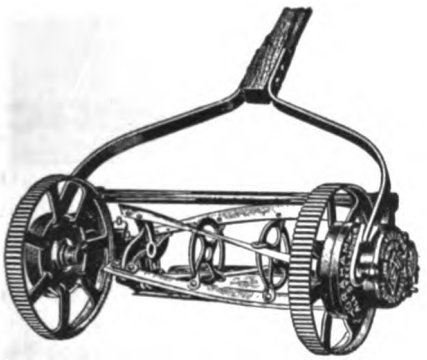
GENUINE
"PHILADELPHIA"
LAWN MOWERS

MOST POPULAR and HIGHEST GRADE in the WORLD

What has made the *"PHILADELPHIA"* the most popular Lawn Mower in the World? Service and Satisfaction.

First, the machine itself—then the endorsement of satisfied users—people have BOUGHT more genuine *"PHILADELPHIA"* Lawn Mowers than any other make of high-grade machines.

Then remember, that the sole purpose of a lawn mower is to cut grass. No machine ever been made cuts grass like the *"PHILADELPHIA"*



"GRAHAM" ALL STEEL
Practically Indestructible

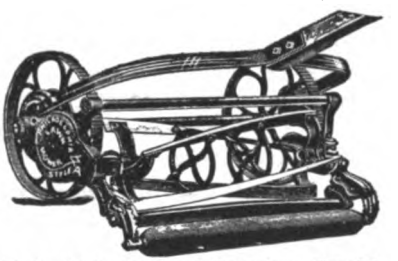
1869 - Golden Anniversary - 1919

50 Years Doing One Thing Well

THE ORIGINAL
THE OLDEST
THE BEST

This scientifically constructed machine with its famous Vanadium Crucible Steel Blades is superior to all others. So great is the present demand we are compelled to make the *"PHILADELPHIA"* in

22 STYLES OF HAND
5 STYLES OF HORSE
3 STYLES OF MOTOR POWER



Style "A" All Steel Vanadium Crucible Steel Blades. Practically Indestructible.

Handle the Lawn Mower that requires the least "push"—both to USE and to SELL

Send for catalog and prices.

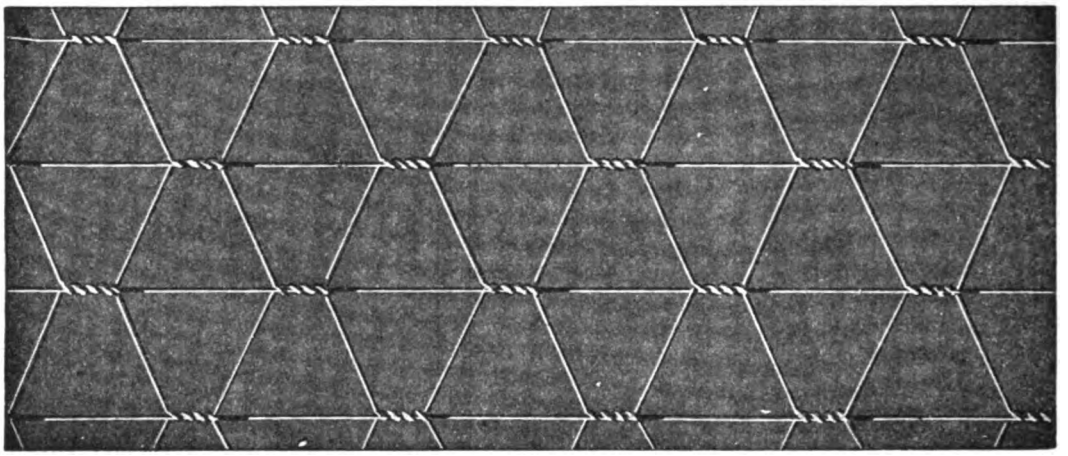
THE PHILADELPHIA LAWN MOWER COMPANY

31st and Chestnut Streets, Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, San Francisco Selling Agents

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

San Francisco Los Angeles Portland Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

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GIANT



SAFETY FIRST

The proper use of proper explosives

Giant Explosives save time, money and labor in blasting because they are made especially to suit Western requirements.

As the Giant Line includes all strengths and grades of explosives, you will have no difficulty in supplying exactly the right explosive for your customers' purposes.

The extra care and skill employed in manufacturing Giant Explosives are your guarantee of their strength, stability and uniformity.

It's good business to handle Giant Explosives. You are not required to tie up any capital. The demand for Giant brands is already established. We ship promptly from our nearest magazine. We have a well organized Dealers' Help Service that cooperates to increase business for Giant dealers. Write TODAY.

THE GIANT POWDER CO., Con.
SAN FRANCISCO

"Everything for Blasting"

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane

EXPLOSIVES

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COLUMBIAN TWINES



COLUMBIAN ROPE COMPANY

"The Cordage City"

AUBURN N.Y.

BRANCHES . BOSTON . NEW YORK . CHICAGO .

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The needs of merchants have guided National Cash Register improvements

"WHAT the merchant needs" always has been—and always will be—our basic idea in making cash registers.

This business, as it stands today, is the result of constant study of merchants' needs.

Every suggestion that we receive is investigated. The practical ones are adopted and given very exacting mechanical tests before they are manufactured.

During the past 10 years we have made 6,508 improvements in our product.

These improvements were added so that National Cash Register users could be supplied with machines that would give them the utmost possible service.

Modern National Cash Registers are practical, useful, accurate, and durable—the best we can make.

Nationals are now used in 296 lines of business

The National Cash Register Company, Dayton, Ohio
Offices in all the principal cities of the world

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Why Dealers Quickly Build Up Sales with the

MUELLER PIPELESS FURNACE

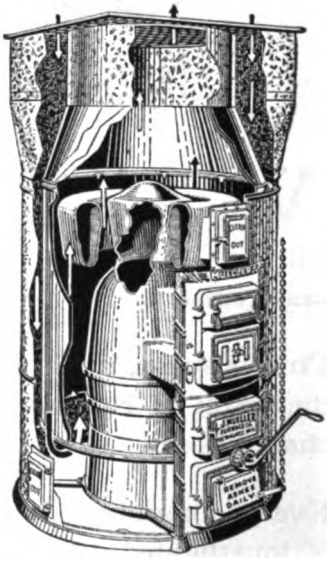
It's the natural result of handling a leader. Instead of doing a lot of missionary work and slowly building up sales, Mueller Dealers step right in on a well-laid foundation. People everywhere know the Mueller Pipeless Furnace. It has been extensively advertised. Thousands have been installed throughout the country. It gives such satisfaction that dealers not only like to handle it but many of them have written us that they have installed it in their own homes.

POSITIVELY SAVES ON FUEL

A 1/3 saving is a conservative estimate. Many home owners tell us the Mueller Pipeless Furnace saves them ½ on fuel. That's because it is properly designed and built to apply nature's laws of air circulation. It is the result of scientific study and development of heating systems by the L. J. Mueller Furnace Co. for over 62 years.

It burns all fuels—hard or soft coal, coke, wood, gas, lignite or oil. Provides moist, healthful heat. Guaranteed to heat every room in the house comfortably through one register.

Can be installed easily and quickly without tearing up floors or walls.



Write for The Mueller Book

Get the Mueller Book, "The Modern Method of Heating Your Home," which explains in detail how the Mueller Pipeless Furnace is constructed to heat satisfactorily at a big fuel saving. And let us tell you about our good offer to dealers. Write today.

L. J. MUELLER FURNACE CO.

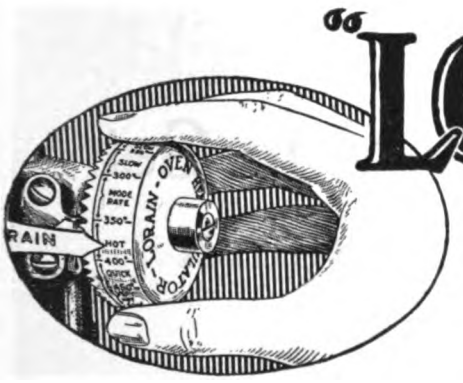
Makers of Heating Systems of All Kinds Since 1857
233 Reed Street, Milwaukee, Wis.

DISTRIBUTORS

THE SALT LAKE HARDWARE COMPANY,
Salt Lake City, Utah, and Pocatello, Idaho.
HOLBROOK, MERRILL & STETSON,
San Francisco and Los Angeles, California.

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburgh, Scranton, Lancaster and Philadelphia, Pa.; Baltimore, Md.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Neb.; Aberdeen, S. D.; Seattle, Wash.

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"LORAIN"

Oven Heat Regulators Are Pre-Sold by Extensive Advertising

THE power of national advertising is accomplishing more than we even believed possible when we made our first announcement of the campaign to pre-sell gas ranges equipped with the "Lorain" Oven Heat Regulator. The housewives of America realize the need for accurately measured oven heat and have been quick to respond to the advertising of the only scientific and practical regulator.

Women who would not discard their present stoves under other circumstances are replacing them with "Lorain" equipped ranges. Cooking with gas is becoming more popular and new gas range business is being created.

Your own business can be increased, not temporarily but permanently, by joining us in the aggressive program outlined in our new merchandising book. Full information concerning both the regulator and the campaign are included. Sign and send the coupon now for *your* copy. Learn about the greatest gas range improvement. But do it at once.

AMERICAN STOVE COMPANY

Largest Makers of Gas Ranges in the World

611 Chouteau Avenue St. Louis, Mo.

"LORAIN" *is found only on the following gas ranges*

Clark Jewel—
George M. Clark & Co. Div., Chicago, Ill.

Dangler—
Dangler Stove Company Div., Cleveland, Ohio.

Direct Action—
National Stove Company Div., Lorain, Ohio.

New Process—
New Process Stove Co. Div., Cleveland, Ohio.

Quick Meal—
Ringen Stove Company Div., St. Louis, Mo.

Reliable—
Reliable Stove Company Div., Cleveland, Ohio.



AMERICAN STOVE COMPANY
611 Chouteau Avenue, St. Louis, Mo.

Send me a copy of your new merchandising program book, also details of the "Lorain" Oven Heat Regulator.

Name .....

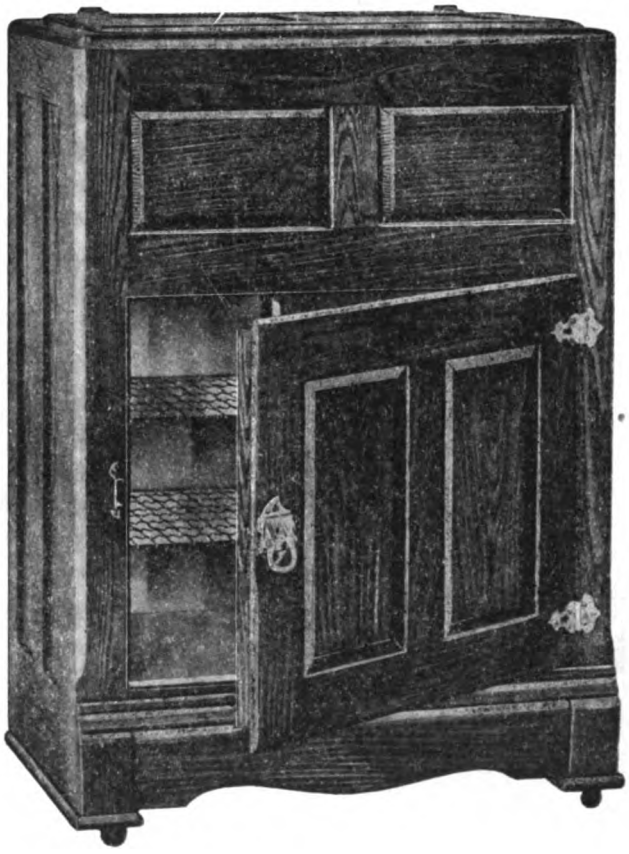
Street .....

City .....

State .....

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It Is Going to be Hard to Get Refrigerators Next Summer



UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

MONARCH REFRIGERATOR WORKS
BURLINGTON, VERMONT

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Good Goods Clean Sales

There's real satisfaction in selling a clean, honest piece of merchandise like *Malthoid* or *Ru-ber-oid* roofing.

You can back it to the limit and know it will make good—for you and for your customer.

On top of that is the extensive advertising campaign we are now running in Pacific Coast newspapers and farm papers. That also helps to sell *Malthoid* and *Ru-ber-oid*.

If you want the details of this campaign and proof sheets of ads and dealer helps, write us today.

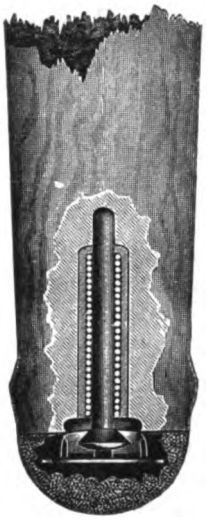
THE PARAFFINE COMPANIES, INC.
SAN FRANCISCO



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The New Boston Rubber Chair Tip

SprinGriP
TRADE MARK



PATENTED

SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

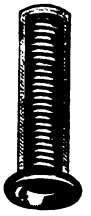
BRASS WASHER



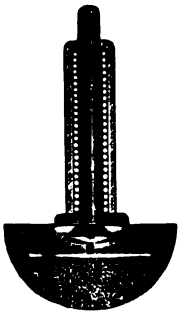
BRASS NAIL



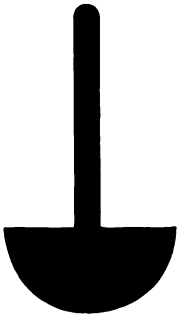
SPRING SOCKET



COMPLETE TIP ASSEMBLED



RUBBER TIP WITH THE BRASS WASHER AND NAIL MOULDED IN SAME



Assortment Box of Rubber Chair Tips for Furniture



THE ELASTIC TIP CO.
370 Atlantic Avenue
BOSTON · MASS.

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The Hall-mark of Quality in Sheet Metal

Years of service have proven that Toncan Metal is far more lasting than the best ordinary sheet, made from iron ore.

However, Toncan Metal when new looks just like any other sheet metal. That is why every sheet is clearly stamped with this trade-mark. It's a protection for you as well as for your customer.

The use of this **quality** sheet metal means bigger business for you. First—because in years to come your work will be judged by the way it lasts and, Second—because the lasting service given by Toncan Metal will lead to a wider use of sheet metal.

It pays to recommend and use Toncan Metal for every severe sheet metal service.

Write for quotations and our sheet metal men's Handbook

THE STARK ROLLING MILL CO., Canton, Ohio

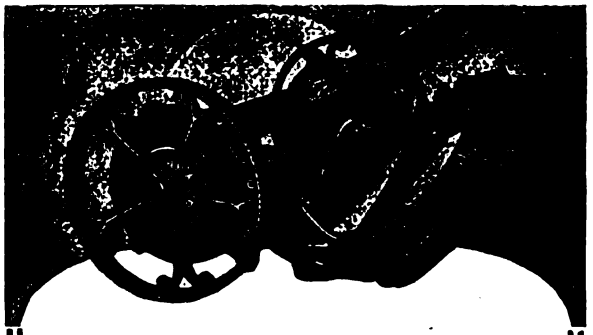
COAST DISTRIBUTORS

THE BERGER MFG. CO., OF CAL.
San Francisco—Los Angeles

HOLBROOK, MERRILL & STETSON
San Francisco—Los Angeles

THE FAILING-McCALMAN CO.,
Portland, Ore.

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A Good Mower —one that Gives Real Service is never accidentally made.

The forty-two years' record of "PENNSYLVANIA" *Quality* Mowers shows this to be only too true.

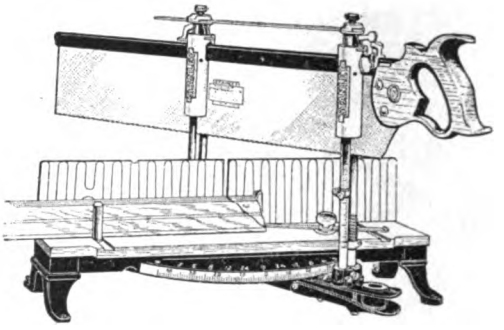
PENNSYLVA[illegible]ER WORKS
JOH[illegible]SONS
FOUNDED 1877 PHILADELPHIA

PENNSYLVANIA
Quality

Look for this mark on the handle of all "PENNSYLVANIA" Quality Mowers.

'Pennsylvania'
'Pennsylvania, Jr.'
'Pennsylvania Golf'
'Pennsylvania Putting Greens Mower'
'Continental'
'Great American B. B.'
'Shock Absorber'
'Quaker City'
'Red Cloud B. B.'
'Orchid B. B.'
'Daisy'
'New Belmont'
'Bellevue'
'Panama'
'Delta B. B.'
'Electra'
'Pennsylvania Pony'
'Pennsylvania Horse'
'Pennsylvania Grand Horse'
'Pennsylvania —86-inch Trio Horse'

Stanley Tools



STANLEY MITRE BOXES

STRONG DURABLE ACCURATE

A Specially Made Back Saw with Each Box

Every mechanic that visits your store will be interested in this up-to-date mitre box.

May we send you some special circulars containing complete description?

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

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A new class of gun and ammunition buyers

How to get your share of these new customers

YOU know what a Winchester window display has always meant to your store. You know how every sportsman who saw it has been irresistibly attracted. And you know how many new customers it has always brought you.

Here is a Winchester window display that will attract all the sportsmen in your section—and, in addition, a good slice of the rest of the population.

An entirely new class of customers comes to the dealer who stocks and displays the Winchester Junior Trapshooting Outfit. This is because this novelty—this wonderful trapshooting outfit—appeals not only to sportsmen but to every outdoor family in the United States.

The outfit contains all the requisites of a complete new sport—a brand new game that everybody can play. It is an entirely new contribution to the outdoor life of the nation—and to the business of all dealers in Winchester shotguns, rifles and ammunition.

An advertising campaign of national scope and dimensions is acquainting the American people with this new pastime. Eight million separate advertisements in the leading general, sporting and trade papers will have been published by Christmas time and over 600,000 booklets and pieces of direct mail matter circulated. Every one of these advertisements is devoted exclusively to selling the Winchester Junior Trapshooting Outfit.

Feature the Winchester Junior Trapshooting Outfit in your window display along with the regular Winchester line. In addition to the regular buyers of Winchester shotguns, rifles and ammunition you will "flag" the readers of these national advertisements and draw them right into your store. Secure your stock early, for the Christmas present trade will be enormous.

WINCHESTER REPEATING ARMS CO.
New Haven Conn., U. S. A.

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Multiplying a market

THE perfection of the new Winchester Junior Trapshooting Outfit is an important development that has definite effect on the business of every dealer in arms and ammunition.

It means an enormous expansion in the market for firearms.

The old-line sportsmen and gun enthusiasts in any community have been a considerable, but fixed percentage of the population. They have been profitable customers, but they have not included, as a general rule, more than a minority of the people who should be interested in shooting.

With the advent of the Winchester Junior Trapshooting Outfit every family head becomes a prospective buyer of sportsmen's necessaries.

The advertising of the outfit creates a buying desire among all who love the outdoor life—nowadays this includes everyone of means.

Whole groups of people learn to shoot—people who probably would not have taken up shooting under any other circumstances. These people are *your customers*—our advertising has sent them to you.

The Winchester Junior Trapshooting Outfit is just what they need to be introduced to the sport





of shooting. Once they have "gotten onto" the little clay targets, the sport's natural appeal has made them confirmed shooters.

Some will go in for club trapshooting with a standard gauge gun. Some will discover a latent yearning for hunting that must be gratified. Boys, of course, will pull for Winchester .22 rifles with a pressure that it will be hard for parents to resist. For what parent who has discovered the pleasures of

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family trapshooting can resist the boy's appeal for a real Winchester .22? And how many parents who have played the Winchester trapshooting game with their boys can still believe that firearms are dangerous in the hands of intelligent shooters?

All of the men and women, boys and girls who taste the joy of shooting for the first time through the popularization of the Winchester Junior Trapshooting Outfit are your logical customers for shotguns, targets, shells, rifles, ammunition—everything that you sell to your present line of sportsmen.

They are new sportsmen—that's what it amounts to. And everyone of them will come back to you for his requirements.



By increasing the number of users of guns and ammunition we are *multiplying your market* as well as ours—adding a definite percentage of permanent new business to your accounts.

Are you going to get the full benefit of the sales efforts we are making in your behalf?

A window display featuring the Winchester Junior Trapshooting Outfit is the "flag" that will bring these new shooters into your store.

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The Winchester Junior Trapshooting Outfit complete



Sturdy "Midget" hand-trap—Winchester-made

Who shoots the new outfit?

In the average American family practically every active member can shoot with the new Winchester Junior Trapshooting Outfit.

The new Winchester .410 caliber shotgun is so light and has so little recoil that any girl can handle it. Yet neither finish nor accuracy is sacrificed in this splendid little gun. In fact, it shoots a surprisingly hard, dense and even pattern, considering its small gauge.

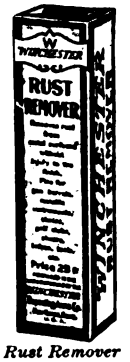
The Winchester hand trap is so strong and so simply constructed that anybody can operate it. A young boy or girl can throw the targets with perfect ease.

The targets are specially constructed—Winchester made. The shells for the new shotgun have a special trap load which insures splendid patterns. Cleaning rod and cleaning preparations are included in the outfit.

The Winchester Junior Trapshooting Outfit is, in fact, a complete storehouse of new sport—and a creator of new sportsmen.

If your jobber can not supply you, write us direct.

WINCHESTER REPEATING ARMS CO.
New Haven Conn., U. S. A.



Rust Remover



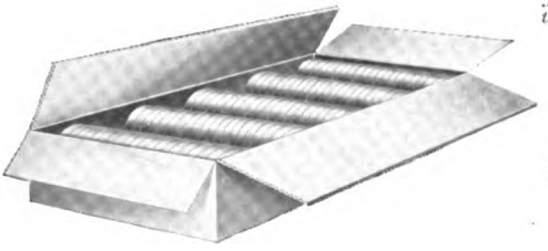
Gun Grease



Box of .410 shells for the sport gun



Gun Oil





"Clay Bird"—the prey of the sport gun

WINCHESTER

World Standard Guns and Ammunition

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A Lifetime of Quality in Every "W & B" Wrench

NOW'S the time when the car owners are busy tuning up their cars for the open roads.

Some of them have already lost a wrench or two on their travels; others will lose wrenches soon; most of them are sore because the wrenches that came in the tool kit don't fit the nuts and bolts on the car; and all of them can be interested in better wrenches than they now own.

Now is, therefore, the time for every Hardware and Automobile Supply Dealer and every garage to feature "W & B" Automobile Wrench Sets, in canvas rolls or wooden boxes.

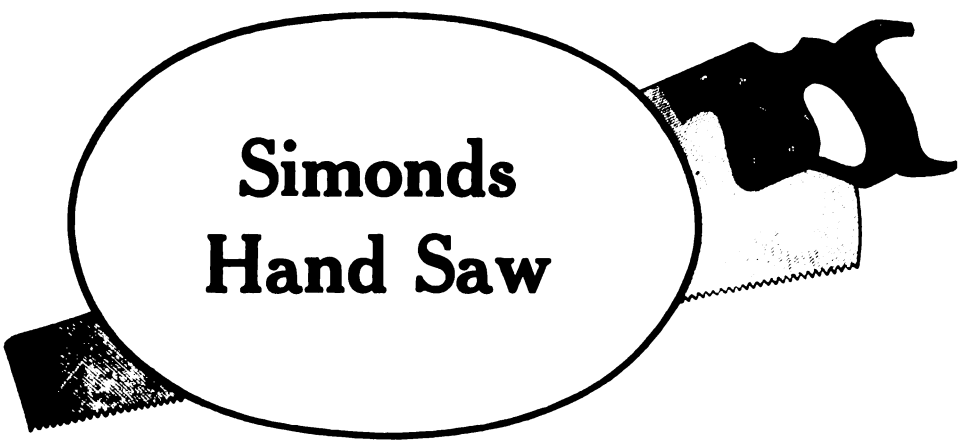
We list 10 assortments for car owners and one complete set for garages. Every wrench in every set is guaranteed: Steel made according to our specifications for composition; forging and hardening operations by experts who have spent years in this class of work; superior finish; accurately milled openings in every head.

Get the right pull on the wrench business by using or selling Diamond Trade-Marked "W & B" Drop Forged (and Screw) Wrenches.

The Whitman & Barnes Manufacturing Co.
GENERAL OFFICES: AKRON, O.
Factories: Akron, O.; Chicago, Ill.; St. Catharines, Ont.
European Office: 139 Queen Victoria St., London, E. C.

Established 66 Years
Whitman & Barnes
TWIST DRILLS — REAMERS — WRENCHES — COTTER PINS

Simonds Hand Saw



Meets the demand for a high-class saw that will stand up to the work. They are used by experienced carpenters throughout the world and are popular with the man who needs a dependable saw for odd jobs around the house.

Hardware dealers find Simonds line a trade booster. If you don't carry Simonds Saws you miss an opportunity.

Simonds means satisfaction to customer and reasonable profit to dealer.

Write for prices and discounts.

SIMONDS MANUFACTURING CO., Fitchburg, Mass.
"The Saw Makers"

Portland, Oregon San Francisco, Calif. Seattle, Wash. Vancouver, B. C.

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"Yankee Vise" No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR
A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs, and all users of high grade labor saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

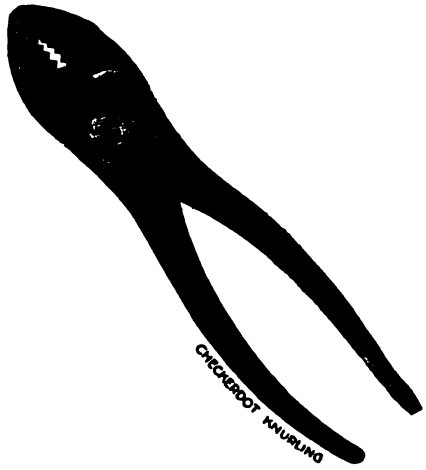
Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" Wide, 1⅞" Deep, Opening 3⅛", Base 7½" long.

YOUR JOBBER WILL SUPPLY YOU

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



A real pair of pliers

A favorite with mechanics and automobilists.

CEE TEE CO Combination Pliers

Meet the demand for a guaranteed tool at a low price.

Drop forged from 50 carbon steel. Accurately machined. Slip joint permits wide range of sizes at jaws. Sold under the Crescent money-back guarantee.

5-6-8 and 10 inch sizes
Get them from your jobber

CRESCENT TOOL CO.
Jamestown, N. Y.

Crescent TOOLS

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THE RECOGNIZED LEADER

LOOKS BETTER LASTS LONGER



Dealers everywhere are placing their Fly Screen Cloth business on a solid foundation by selling **Galvanoid.** It is firm, durable and attractive, and gives the consumer **complete** satisfaction. Order **Galvanoid.** If your jobber cannot furnish, advise us and we will see that you are supplied.

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

AMERICAN WIRE FABRICS CO.

208 LA SALLE STREET, CHICAGO, ILLINOIS

Factories:
Mt. Wolf, Pa. **Clinton, Iowa** **Niles, Michigan**

Representatives:
Ewing-Lewis Co., San Francisco and Los Angeles, Cal. D. L. Herman, Seattle, Wash.

The Slamming of Doors Is An Avoidable Nuisance

which may be conveniently and effectively prevented by the installation of

Richards-Wilcox Swing Door Checks



Doors manually operated wreck nerves, buildings and business



Made in 6 sizes for various weights of doors.

Adapted to right or left hand swing doors. Simple and effective spring adjustment. Spring cannot be overwound. Liquid occupies separate chamber from spring mechanism which prevents leakage of oil.

Send for illustrated folder giving complete description and details

Richards-Wilcox Mfg. Co.
A Hanger for any Door that Slides
CHICAGO ST. LOUIS LOS ANGELES PHILADELPHIA **AURORA, ILLINOIS, U.S.A.** BOSTON NEW YORK MINNEAPOLIS SAN FRANCISCO
LONDON, ONT.

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YOUR TRADE WANTS

The Highest Grade Coil File Made

IT'S A TOOL

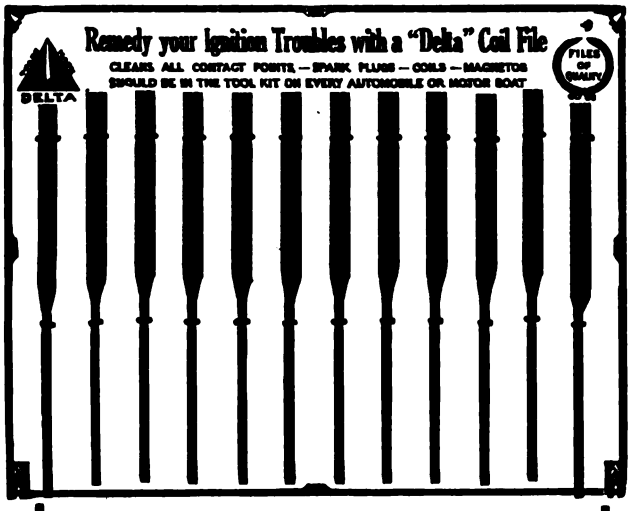
DELTA

Will Please Your Customers

Needs Only to be Displayed to Make Sale

REMEDY *Your* IGNITION TROUBLES *with*

DELTA COIL FILE



Cleans All Contact Points, Spark Plugs, Coils, Magnetos

Should be in the Tool Kit on Every Automobile or Motor Boat

High Grade Files for Every Purpose

DELTA FILE WORKS

PHILADELPHIA, PA., U. S. A.

CHAMPION

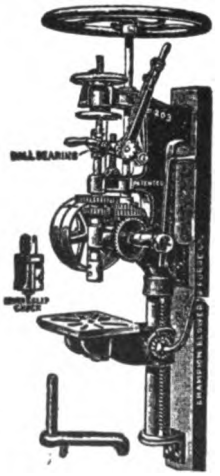
BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

Built for Service

Carried in Stock by all Leading Jobbers

Write for 365-Page Catalogue

THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania, U. S. A.

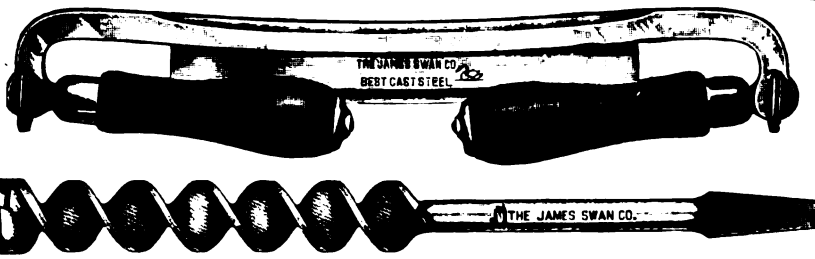
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THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

Bits
Augers

Chisels
Draw Knives



Nail Sets
Gimlets



Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

Two Famous Slaymaker Padlocks

Adjustable Shackle

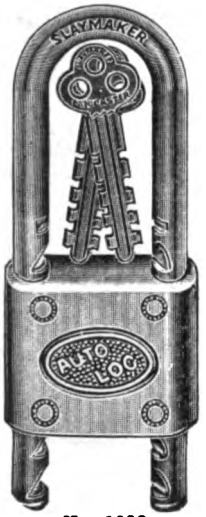
USED UNIVERSALLY FOR

"Thief-Proofing" Automobiles

Locking Spark and Throttle

Motorcycles } Locks Clear Across the Frame
Bicycles }

Sea Bags Sailors and Marines Buy Them in Large Quantities



No. 1093
Retails for $1.25
Size 2⅛"

Nearly every jobber handling Padlocks can supply you with either or both of these adjustable shackle locks. The case comes entirely off the shackle—allowing shackle to be slipped through the frame of a bicycle or motorcycle, over the spark, throttle and steering wheel of an automobile or on a sailor's sea-bag.

Case is of highly polished brass, shackle is of nickeled steel rod, with milled ratchets. Has brass bolts and tumblers, formed brass key centers and two nickeled steel keys. Each lock packed in an individual carton, attractively labeled.

SLAYMAKER ADJUSTABLE SHACKLE PADLOCKS HAVE FROM 32 TO 64 KEY CHANGES. A VERY IMPORTANT POINT, AS THIS TYPE OF PADLOCK IS USUALLY SOLD WHERE A NUMBER ARE USED IN THE SAME VICINITY.

Ask Your Jobber's Salesman About These Padlocks



No. 1092
Retails for $1.00
Size 1⅝"

SLAYMAKER LOCK COMPANY, Lancaster, Pa.

A. C. RIDDELL, Western Sales Manager

24 California Street, San Francisco, Cal. Higgins Building, Los Angeles, Cal.

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DISSTON

THE SAW MOST CARPENTERS USE

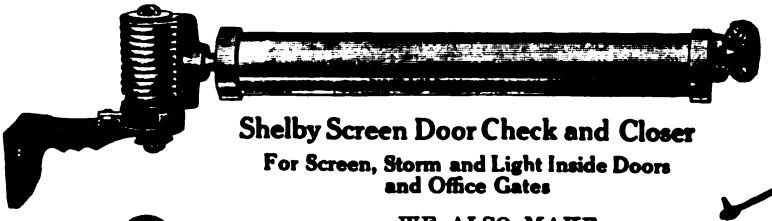


Disston dealers know the value of a satisfied customer. They know that when they sell a Disston Saw or Tool they realize two profits—one when they make the sale and another later on in good will and more business.

That is why more and more big stores are featuring Disston exclusively.

HENRY DISSTON & SONS, Inc. - PHILADELPHIA, U. S. A.

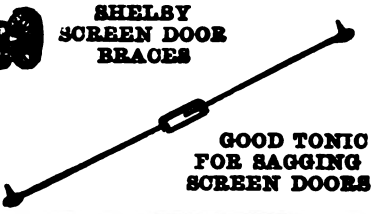
SHELBY SCREEN DOOR HARDWARE



Shelby Screen Door Check and Closer

For Screen, Storm and Light Inside Doors and Office Gates

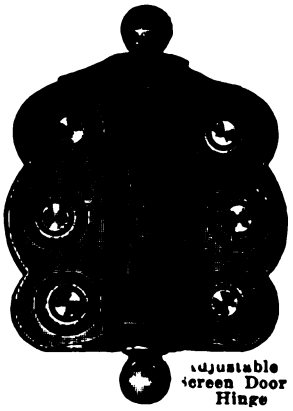
SHELBY SCREEN DOOR BRACES



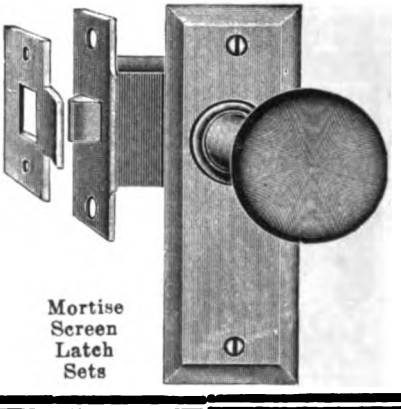
GOOD TONIC FOR SAGGING SCREEN DOORS

WE ALSO MAKE

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns. Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks. Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. Ask for catalog today.



Adjustable Screen Door Hinge



Mortise Screen Latch Sets

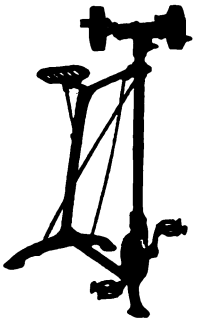
THE SHELBY SPRING HINGE CO. - - SHELBY, OHIO, U. S. A.

POND HARDWARE SPECIALTY CO., Los Angeles, Cal. ←— *Coast Representatives* —→ D. L. HERMAN, Seattle, Wash.

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Luther Tool Sharpeners are Standard

The Luther Grinder Mfg. Co. are the oldest and largest manufacturers of tool grinders in the world. They offer the trade a line of standard machines suitable for every purpose.



No. 271 Hummer



No. 16 Mechanic Special

WARNING

Luther Grinders only are equipped with

DIMO-GRIT

wheels. They will sharpen the hardest steel with no danger of drawing the temper. Do not accept substitutes.

Farmers, Carpenters and Mechanics all need tool sharpeners. The one suitable for the Farmer will not necessarily do the work proper for a Carpenter or a Mechanic.

Some need large, heavy belt driven machines, while others must have the small hand power tool sharpener to carry around in the tool box.

But whatever the work may be, to be efficient the tools must be sharp.

Luther Tool Sharpeners are made in all sizes and are standard throughout the world with all users of sharp tools.

LUTHER GRINDER MFG. CO. - MILWAUKEE, U. S. A.





Built for Service

Blacksmiths and garagemen are determined to have the best that may be had in tools—their work today demands it.

Buffalo Forges, Drills, Blowers, Punches and Shears are backed by the critical test of over forty years. Each machine is designed to meet specific requirements. Dealers find the Buffalo line profitable sellers.

Write Dept. 37 for Complete Catalog

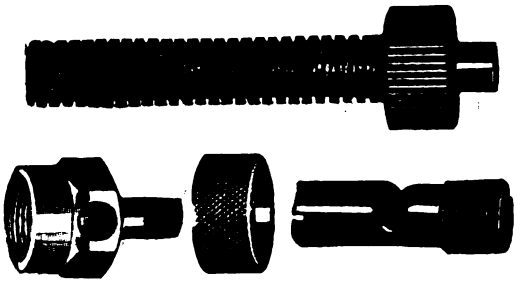
BUFFALO FORGE COMPANY
BUFFALO, NEW YORK

"Buffalo"





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Service

The Corbin watchword — the thing that makes complete the nationable preference for

Corbin Automatic Screw Machine Products

Always backing up their utter **uniformity,** exceptional **quality,** reliable **efficiency.**

Parts for

Automobiles	**Bicycles**
Carburetors	**Spark Plugs**
Magnetos	**Electrical**
Tools	**Instruments**
Motorcycles	**Hardware**

We welcome an opportunity of promptly furnishing quotations on individual specifications, samples or blueprints.

CORBIN SCREW CORPORATION
American Hardware Corporation, Successor
NEW BRITAIN, CONN.
Branches: New York, Chicago, Philadelphia





McCAFFREY FILE CO.
Philadelphia

Established 1863

"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it



SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Baker, Hamilton & Pacific Co.
Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

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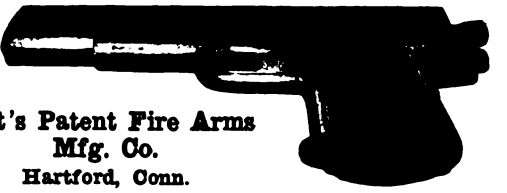


COLT'S
FIRE ARMS

The national advertising back of Colt's Fire Arms serves as a reminder to hunter, trader, trapper, camper, sportsman and householder of what they already know—that **for accuracy, dependability and all-round use there is nothing to be compared with a Colt.**

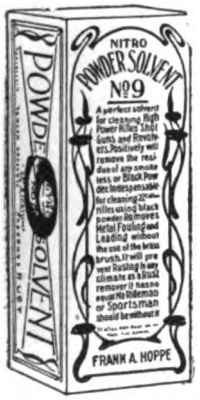
That is why a Colt is always in universal demand.

We are doing our best to fill all orders. Keep us posted ahead on your wants.



Colt's Patent Fire Arms Mfg. Co.
Hartford, Conn.

HOPPE'S
NITRO POWDER SOLVENT No. 9



For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in **any** climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

FRANK A. HOPPE
2314 No. 8th St. Philadelphia, Pa.



PYRAMID SALES PYRAMID PROFITS

Pyramid Solvent is a sales builder because
—it cleans firearms without danger of damage.
—it saves elbow grease—reduces use of brass brush.
—it is convenient—sold in 30c, 3-oz. flat can that fits pocket or shooting kit.
—it repeats, because it satisfies.
—we recommend using 3-in-One after Pyramid Solvent—making two sales and two profits grow for you where one grew before.

Pyramid Your Profits. Order from your Jobber today.

THREE-IN-ONE OIL CO.
165 KZM, Broadway, New York
C214B6

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THE BRIER HILL STEEL COMPANY

YOUNGSTOWN, OHIO

SERVICE Brier Hill Steel Company

MANUFACTURERS OF HIGH GRADE

SERVICE Brier Hill Steel Company

OPEN HEARTH STEEL

SHEETS and PLATES

BLUE ANNEALED SHEETS
¼" to 16 Gauge
BLACK AND GALVANIZED SHEETS
10 to 30 Gauge
CORRUGATED, V-CRIMP
And all kinds of Formed Roofings

SHEARED PLATES
For All Purposes
TANK—MARINE—BOILER
Still Bottom, Fire Box, etc.
7-64" to 2" in thickness
Widths ranging up to 120 inches

DISTRICT OFFICES:

359 Monadnock Bldg., San Francisco.
503 Dooly Bldg., Salt Lake City, Utah.
412 Ry Exch. Bldg., Kansas City, Mo.
204 Gibbs Bldg., San Antonio, Texas.

NEW YORK CHICAGO PHILADELPHIA CLEVELAND NEW ORLEANS



DIXON'S
Graphite Waterproof Grease

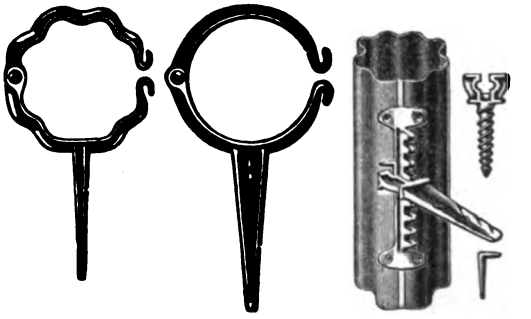
The best out-of-doors lubricant obtainable. For use on wire ropes, heavy gears, chains, fire hydrants, elevators, and machinery of all kinds.

This is one of the most valuable of graphite products made for general use. It is a good seller for dealers.

Write now for Booklet No. 230-W and prices.

Made in JERSEY CITY, N. J., by the
JOSEPH DIXON CRUCIBLE COMPANY
Established 1827

Berger's Hooks and Pipe Fasteners



MANY STYLES FOR WOOD OR BRICK
SEND FOR CATALOG AND PRICES



MADE BY
BERGER BROS. CO.
Office: 229-231 Arch Street
Store: 237 Arch Street
Warerooms and Factory:
100-114 Bread Street
PHILADELPHIA
Manufacturers Tinners' and Roofers' Supplies

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MYERS

"HONOR-BILT"

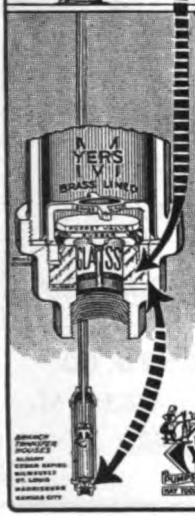
GLASS VALVE SEAT PUMPS



We have built something more than just ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through such features as the Myers Glass Valve Seat. The Myers Cog Gear Head, the Myers Adjustable Base, the Myers Reversible Spout and many other improvements of similar nature which make the installation of Myers Pumps an easier job, reduce the power to operate them and above all bring to the purchaser dependable, long time pumping service.

The aggressive dealer—the up-to-date pump man—the modern plumber does not question the Myers "Honor-Bilt" Standard of Quality—he takes advantage of it and builds up his pump business by selling Myers Pumps exclusively.

Catalog and prices on request.

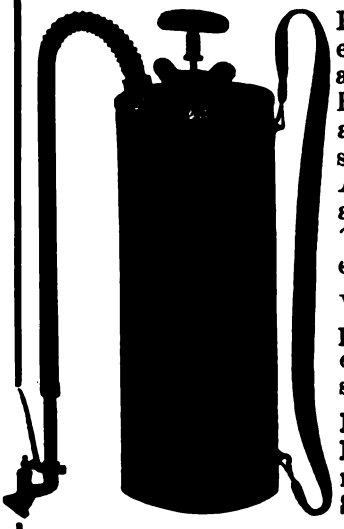


F.E.MYERS&BRO.
ASHLAND, OHIO
ASHLAND PUMP AND HAY TOOL WORKS.

SPRAYERS FOR 1920

REMEMBER

THE UTILITY LINE



Is the line of general satisfaction and comprises Hand Sprayers of all kinds, Knapsack or Compressed Air Sprayers, Portable and Barrel Outfits, Dusters, etc.

We did not disappoint a single dealer during the past season.

No One Produces Better Sprayers nor Gives as Good Service.

Albert Lea Sprayer Company
Albert Lea, Minnesota, U. S. A.
MANUFACTURERS OF
"A Sprayer for Every Purpose"
SEND FOR CATALOG.

Gray Iron Castings



Capacity production enables us to supply the Hardware Trade with a full and complete line of Farm Wagon and D V Skeins, in all sizes.

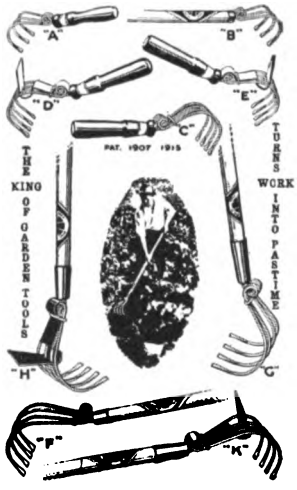
Can also furnish reach plates, rub irons, brake shoes and other gray cast iron parts.

All orders cared for promptly.

Specifications and quotations on request.

Kentucky Wagon Mfg. Co.
Incorporated
Louisville, Kentucky

REICHARD'S
Combination Spring-Tooth
Magic Weeder Hoes
SAVE TIME AND STRENGTH



Strong in construction, light in weight. Quick sales.

Styles and sizes for every requirement.

There is satisfaction and profit in handling the acknowledged "King of Garden Tools."

Send for Booklet and Prices.

Manufactured by
THE F. C. REICHARD MFG. CO.
Bangor, Pa., U. S. A.

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MAYHEW MADE TOOLS
ARE RIGHT
Small Screw Drivers on an Easel

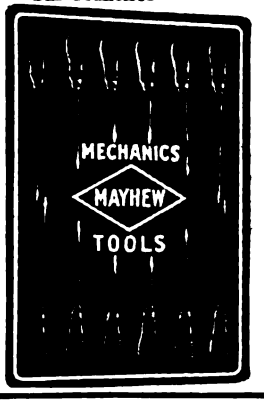
Put this display easel on your show case. Surprise yourself at the number of miniature screw drivers you sell. These are regular Mayhew quality and modestly priced. They have tool steel blades *hammer forged*, nickeled ferrules, hard-wood handles. Just the thing for electricians and for household use in repairing clocks, magnetos, sewing machines and typewriters.

Order a two-dozen carton today.

At your jobber's—or

MAYHEW STEEL PRODUCTS, INC.
291 Broadway, New York

506 Mission Street, San Francisco — **180 N. Market Street, Chicago**





"Every blow of the hammer refines the steel"

Here is the COTTER you have been looking for

the EFFICIENCY COTTER



USED BY THE LARGEST AND MOST PROGRESSIVE MANUFACTURERS.

DISTRIBUTED AND STOCKED BY THE LEADING DEALERS

PRODUCED BY AMERICA'S LARGEST COTTER MANUFACTURER

THE OHIO WIRE GOODS MFG. CO.,
AKRON, OHIO

WESTERN REPRESENTATIVE
J. M. JACKSON, 320 Market Street,
SAN FRANCISCO, CALIF.

PORTER'S
New Easy Bolt Clippers



Are you handling the

10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

Omer Cox
Postal Telegraph Bldg.,
San Francisco, Cal.

Jones & Cox,
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H. K. PORTER
Bolt Clipper Specialist
6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



IT'S GUARANTEED
SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.
CHICAGO, U. S. A.

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MADE IN THE UNITED STATES OF AMERICA
WORCESTER, MASS.



MANUFACTURERS

WOOD SCREWS

MACHINE SCREWS

CAP SCREWS SET SCREWS

STOVE BOLTS

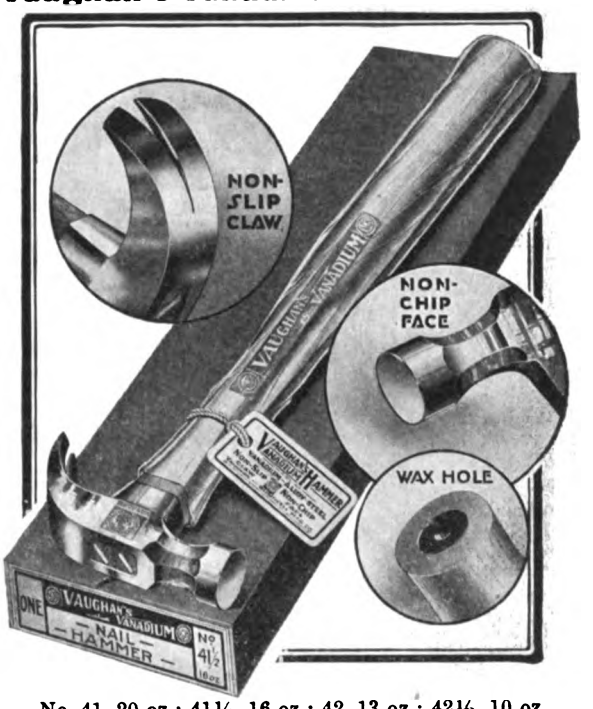
RIVETS BURRS

NUTS

REED & PRINCE MFG. CO.

WORCESTER, MASS., U. S. A.

Vaughan's Vanadium Nail Hammers



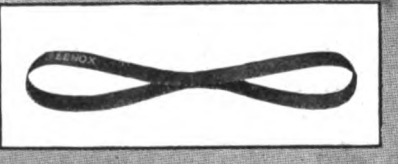
No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.
Retail Price $2.25 each.

VAUGHAN & BUSHNELL MFG. CO., CHICAGO

"LENOX"

HACK SAWS BAND SAWS





AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.



GARDENS — GARDENS — GARDENS

Never—were there so many **people engaged** in Gardening.

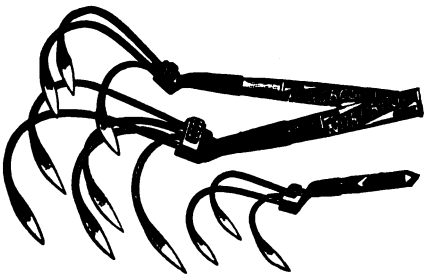
Increased production, is our **Country's cry.**

"NORCROSS" GARDEN **CULTIVATOR-HOES** AND WEEDERS are playing **an important part** in this Nation-wide movement. **They are favorite** tools; but—the demand almost **exceeds the possible** supply.

DEALERS: Don't delay your **orders.**

Jobbers are buying heavily, **that you may be** supplied. Early buying may **pay you big dividends.**

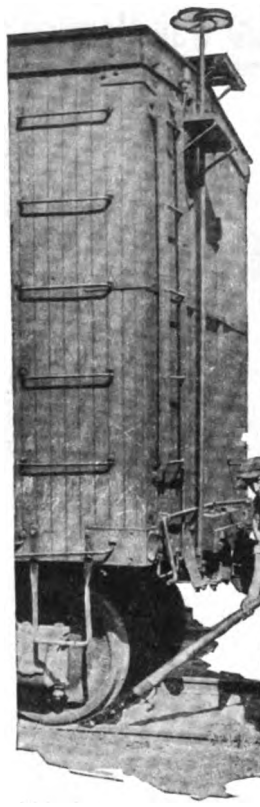
Remember the name—**"NORCROSS."**



C. S. NORCROSS & SONS

Manufacturers **BUSHNELL, ILL., U. S. A**

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Sell the Car Mover That Moves

—that Moves the Cars Easily.

—that Moves off Your Hands Quickly.

NEW BADGER

SLIP PROOF SAFETY SPURS

CAR MOVER

sells on sight—we allow you to sell it on a no-money-in-advance, try-out basis that breeds confidence, gets the order and rarely comes back.

ASK ABOUT OUR SELLING PLAN

—It's framed to sell the Goods for you—to keep you selling more.

Something You Want—Write Today.

ADVANCE CAR MOVER CO.
Appleton, Wis.

A Hardware Line That Pays Good Profits

Hardware dealers will find ALLITH-PROUTY Hardware Fixtures for making convertible hay beds, grain beds, and stock racks a live profit maker.

You simply sell the hardware; the farmer buys the necessary lumber and makes his own combination wagon body—a rack that is unexcelled—a wagon box almost water proof—a body that slips on snug and solid—three bodies in one.

Endorsed by Agricultural Colleges

Remarkable results are secured with old or new lumber. The vital parts of the wagon body are the hardware and you might just as well sell this and satisfy your customer with a perfect convertible wagon that he can use all season. It appeals to the farmer because of its time, money and labor saving features.

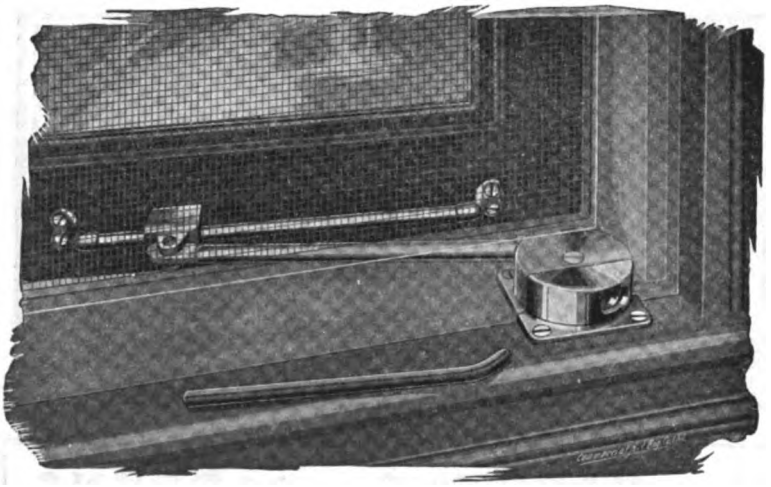
Write us for details on this money making proposition.

Allith-Prouty Co. Hardware Manufacturers
Dept. 129
DANVILLE - - - - - ILLINOIS

Door Hangers and Tracks
Fire Door Hardware
Garage Door Hardware

ALWAYS ON THE TRACK
AP
ALLITH-PROUTY COMPANY

Overhead Carriers
Hardware Specialties
Spring Hinges
Rolling Ladders



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

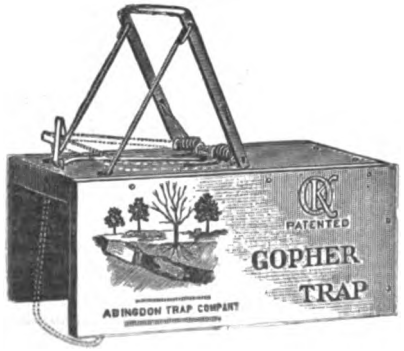
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
136 W. Lake Street, Chicago



EASY TO GET RID OF THE POCKET GOPHER WITH THE

O. K. GOPHER TRAP

SURE TO CATCH AND SURE TO HOLD

Manufactured by
The Abingdon Trap Co.
Abington, Illinois, U. S. A.

FOR SALE BY LEADING JOBBERS THROUGHOUT THE WEST

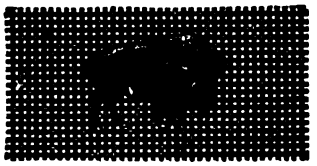


THE TRAP THAT TAKES THE GO OUT OF GOPHER

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FOR QUALITY, SERVICE AND SATISFACTION, BUY

"BUFFALO"



Trade Mark Reg. U. S. Pat. Off.

WIRE CLOTH

It's made in all grades and meshes, in steel, galvanized, copper, brass, bronze and many other metals, to suit all requirements.

Large stock of standard grades always carried for immediate shipment.

Specialists in wire products for fifty years, we are in position to guarantee Quality, Service and Satisfaction from every "BUFFALO" Wire Product.

Catalog No. 8AF, fully illustrating and describing our entire line, mailed gratis upon request.

Buffalo Wire Cloth

A yellow tag like this, with the imprint of the "BUFFALO" on it, is attached to every roll or piece of genuine "BUFFALO" Wire Cloth. It is the sign of Quality, Service and Satisfaction.

BUFFALO WIRE WORKS COMPANY
Formerly Scheeler's Sons
524 TERRACE - BUFFALO, N. Y., U. S. A.

SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the United States as the **BEST** money and skill can produce

WRITE FOR CATALOGUE

HIGHEST HONORS AWARDED BY

PANAMA PACIFIC INTERNATIONAL EXPOSITION GRAND PRIZE

ALASKA-YUKON PACIFIC EXPOSITION GRAND PRIZE

BULL DOG LOGGING TOOLS AXES

WARREN AXE & TOOL CO, WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

THEY DON'T SCRATCH—THEY CUT

FLEXIBLE TUNGSTEN

TUNGSTEN HARD

Sterling

ONCE USED ALWAYS DEMANDED

STERLING HACK SAW BLADES

Made in points 3, to points 32, and in sizes from 8″x½″ to 36″x2″.
We claim consistent uniformity—Blade after Blade.

Manufactured by **DIAMOND SAW & STAMPING WORKS, Buffalo, New York**
CALDWELL SALES CO., Pacific Coast Representatives, Seattle—San Francisco



GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY, Western Representative, Lankershim, Cal.

THOS. M. GARDINER, Oregon and Washington Representative. P. O. Box 299, San Francisco.



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ONLY

BOMMER

DOUBLE ACTING
SPRING BUTT HINGES



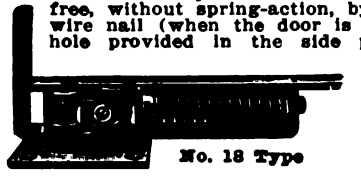
have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge

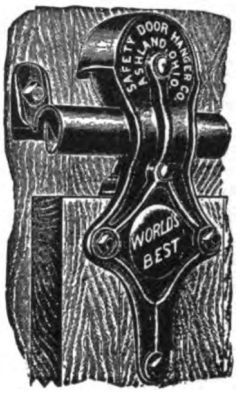
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.



YOU ARE RIGHT IN RECOMMENDING

"WORLD'S BEST"
IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the **Easiest Running Hanger** on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

C. N. & F. W. JONAS, Rialto Bldg., San Francisco, Cal., and Equitable Savings Bank Bldg., Los Angeles, Western Representatives.



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD
CLOTHES LINES
SOLID BRAIDED ROPE

SHADE CORD
MASONS' LINES
CHALK LINES

Send for catalogue and samples.

Samson Cordage Works

BOSTON, MASSACHUSETTS

ATLAS

10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

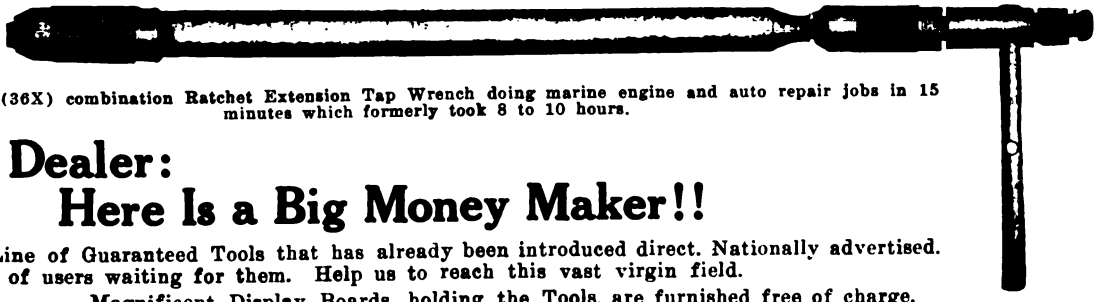
Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles

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Our 18" (36X) combination Ratchet Extension Tap Wrench doing marine engine and auto repair jobs in 15 minutes which formerly took 8 to 10 hours.

Mr. Dealer:
Here Is a Big Money Maker!!

A Line of Guaranteed Tools that has already been introduced direct. Nationally advertised. Millions of users waiting for them. Help us to reach this vast virgin field.

Magnificent Display Boards, holding the Tools, are furnished free of charge.

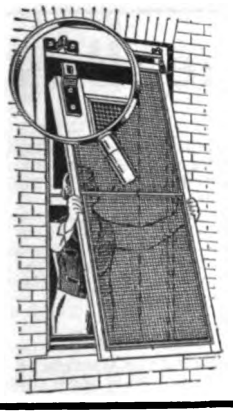
Order through your Jobber or Direct

Write for Proposition

ALERT TOOL CO. **237-241 North 6th Street** **Philadelphia, Pa.**

Give Them PHENIX QUALITY

In Screen and Storm Sash Hangers and Fasteners





Phenix Storm Sash Hangers and Fasteners are simplest, handiest, easiest applied, most efficient—that's why they sell best. New improvements put them in a class of their own. Write today for Catalog showing full Phenix line. Samples free.

Sold by all leading jobbers of the Northwest.





No. 30 Fastener

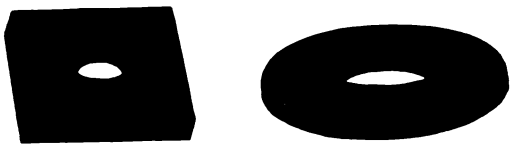




No. 114 Hanger

PHENIX MFG. CO., 038 Center St., Milwaukee, Wis.

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

THE BRIDGEPORT HOWE. MFG. CORP.

Bridgeport, Conn.

"A Popular Pattern at a Popular Price"

No. 4—Single Sizes 2, 3, 4, 5, 6 in.
No. 44—Assortment (8) Ea. 4, 5, 6 in.
List for No. 44—$10.00 Set

ORDER THROUGH YOUR JOBBER



C. W. GAUSE CO.
Western Sales Agents
693 Mission Street, San Francisco, Cal.

J. C. McCARTY
Eastern Sales Agents
New York City, N. Y.

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"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. **Supplied in Sets** **Write for Catalogue**

EVERY SHOP NEEDS A

BARTLETT No. 20 BENCH SHEAR



Here is a tool that will come in handy a dozen times a day. It is adapted for use in cutting brake lining, leather belting, wire cloth and strip steel.

Metal can be cut up to 12 gauge. Blades can be adjusted to suit requirements. They can also be removed for grinding.

ASK YOUR JOBBER

Also makers of Hose Clamps, Compound Lever Snips and Pruning Tools.

BARTLETT MANUFACTURING COMPANY

36 E. Lafayette Ave.

DETROIT, MICHIGAN

Ohlen Saws

Columbus, Ohio

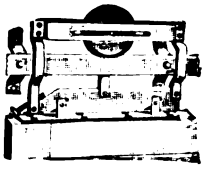
Western Branches

Portland, Ore. **San Francisco**

Standard for Sixty-Five Years

LANE'S PATENT STANDARD

Steel Parlor Door Hanger



Without doubt the most extensively used type of Parlor Door Hanger in existence.

A ready seller giving generous profits.

A postal will bring our complete catalogue and latest prices.

Lane Bros. Co., River St., Poughkeepsie, N. Y.

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Big Little Profit Builders

Kees Money Making Devices for Hardware and Building Material Dealers

Storm Window Time Is Here

and the simplest way to put them up is the **Kees way.** With Kees Storm Sash Hangers in place all your customer has to do is hook on the windows. No ladders needed, no awkward reaching with tools.

Kees HANGERS

allow the storm windows to be opened out any time for ventilation.



Another feature your customers will appreciate—Kees patent guide flange projecting from the side of the upper section makes it easy to slip the sash into place.

Kees Hangers make screens and storm windows quickly interchangeable. Extra eyes or lower sections fit on the same pair of hooks fastened to the building.

Each set with screws wrapped separately. Hangers and screws steel japanned.

Our free demonstration set plainly shows your customers the advantages of Kees Hangers — and sells them fast.

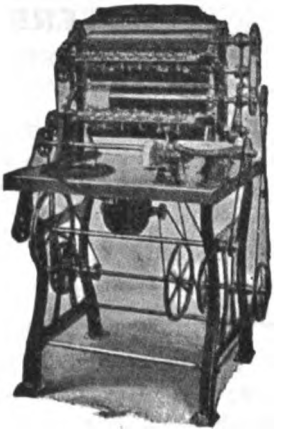


SEND FOR LIST AND SAMPLES TO DEPT. 18

F. D. Kees Mfg. Co. Beatrice, Nebr.

ECONOMY DEMANDS RESHARPENING of BLADES

Never before were new safety razor blades so scarce, so high in price and so hard to get. Men who shave with safety razors, and that includes the **big majority,** are rushing to stores that sharpen blades to have their old blades resharpened. Put a



Hatfield Complete Sharpening Machine

in your window and you'll get the cream of the sharpening business in your town, because no other machine sharpens blades so satisfactorily.

The Hatfield is the **only** machine in the world that sharpens with a **lateral motion.** 7 sizes of machines; 1 to 24 blades.

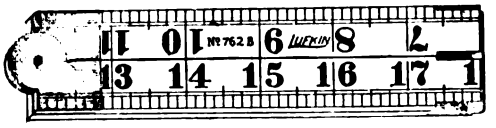
And with wonderful rapidity—12 blades (any make) sharpened perfectly every 5 minutes. It's the biggest money maker on the market.

Write for the Evidence—we'll send it.

HYFIELD MFG. COMPANY
21 WALKER STREET NEW YORK CITY

LUFKIN TAPES and RULES

RELIABLE PROGRESSIVE LINES



106 Lafayette Street, N.Y. THE LUFKIN RULE CO. SAGINAW, MICHIGAN

"STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.
Trade "SEBCO" Mark
STOCKS AT
147 Cedar Street, New York
120 West Lake Street, Chicago

The Only Wrought Iron Anvil Manufactured in the United States



The body is made of wrought iron, the face of highest grade crucible cast steel.

The COLUMBUS ANVIL & FORGING CO.
Columbus, Ohio

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Rogers Wire Works, Inc.

MANUFACTURERS

ROGERS BRAND

WINDOW SCREEN WIRE CLOTH
BLACK, GALVANIZED AND COPPER

Main Office and Works, Belleville, N. J.

SALES AGENTS:

United Products & Sales Corporation.....
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E. G. Grant Co...7902 Sycamore St., New Orleans, La.
Clifford H. Adams.....18 Drayton St., Savannah, Ga.
B. H. Vogel.....Orlando, Fla.

Sells to Every Belt User



Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO ILL.

Are you selling enough razors? We send you this handsome metal display case free with your first order of Genco Razors.

Write Today



Genco RAZORS

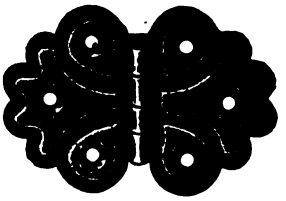
GENEVA CUTLERY COMPANY
157 Gates Ave., Geneva, N. Y.
Largest manufacturers in the world of high grade razors

EMBOSSED SURFACE HINGES

Fourteen different styles and sizes in

THE BRAINERD LINE

GOOD SELLERS



GOOD PROFIT

No. 1015

THE BRAINERD MFG. CO.
East Rochester, - - - N. Y., U. S. A.

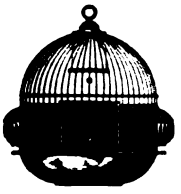
O. LINDEMANN & CO.

35 and 37 Wooster St., New York *Established 1863*









Manufacturers of JAPANNED, BRASS and TINNED WIRE

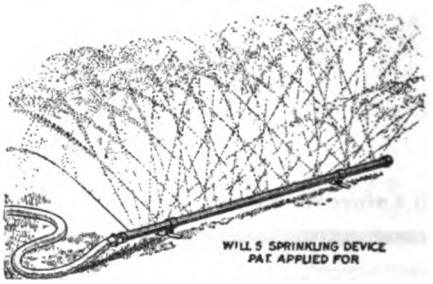
Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash. Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1918"

Three Superior Qualities

Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust — No Leaks — Solid standards — securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.
607 CROCKER ST. LOS ANGELES, CAL.

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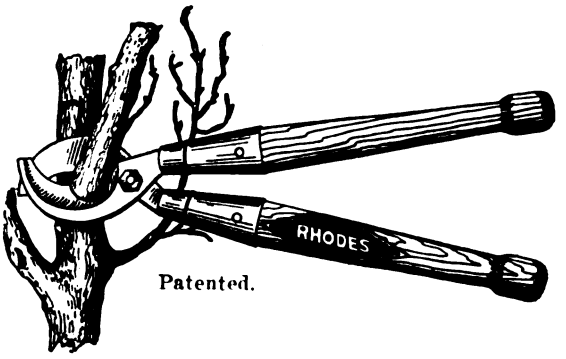
RHODES
Double Cut Pruning Shears
IN USE THROUGHOUT THE WORLD

The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

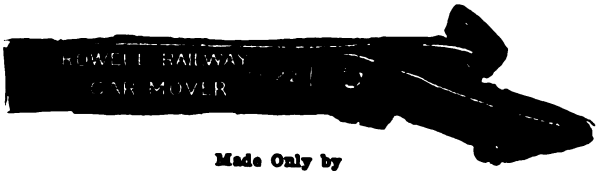
Send for circular and trade discounts.

RHODES MFG. CO.
515 S. DIVISION AV., GRAND RAPIDS, MICH.



Patented.

Sold by All
Leading Jobbing and Supply Houses



Made Only by
G. D. ROWELL & SON, Appleton, Wisconsin
Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

Buy a
SAMSON or ROWELL
Railway Car Mover
And Have a
LITTLE SWITCH ENGINE
OF
YOUR OWN
PRICE EACH, $5.00

Permanent Customers Larger Profits



Just examine the Quick-Lite lantern in this illustration — it's easy to see why it is the established favorite of more than one million users and is being sold profitably by 15,000 dealers.

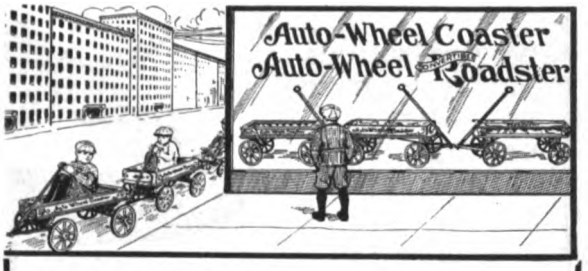
Strong, safe and economical at every point—it is rapidly displacing smelly, old style lanterns all over the United States. So practical! So convenient! So brilliant! Quick-Lite lamps operate on the same principle. Don't wait, dealers. You need Coleman Quick-Lite lanterns and lamps now.

Coleman Quick-Lite

Best Selling Lantern in the World!

It is our fundamental policy to co-operate in every way with our dealers. You don't have to buy our lamps and lanterns and then depend on your own efforts for sales. Simply stock Quick-Lites. We employ means to help sell them for you. Once sold you have given your customer great satisfaction.

THE COLEMAN LAMP COMPANY
WICHITA ST. PAUL TOLEDO DALLAS LOS ANGELES CHICAGO



TO MULTIPLY YOUR SALES

We have a unique follow-up plan which makes each owner of

Auto-Wheel Coaster and **Auto-Wheel Roadster**
a voluntary sales aid.

Auto-Wheel Coaster Club members are really "unsalaried demonstrators." They throw new sales **YOUR** way.

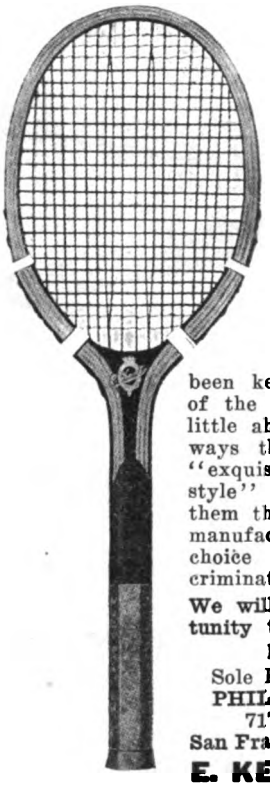
Our national advertising brings us thousands of inquiries from the United States and Canada. We expect these inquiries to be considerably increased by the Prize Contest now in progress. And all the inquiries we receive are turned over to our dealers.

Our advertising campaign is run on a larger scale than it has ever been before. Are you getting the benefit of it? Let us show you how.

THE BUFFALO SLED CO.
Dept. A - N. Tonawanda, N. Y.
Factories: N. Tonawanda, N. Y., and Preston, Ont., Can.
New York Office, 108 Chambers St.
Seattle Office, 214 Maritime Bldg.



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ESTABLISHED 1840

That's a pretty safe guarantee in itself, but the prestige and standing of

KENT RACKETS

rests on more than age and long-established lishment. They have been kept constantly abreast of the times—if anything, a little ahead of them—and always that quality and that "exquisite something called style" have served to make them the standards of racket manufacture and the first choice of informed and discriminating purchasers.

We will appreciate an opportunity to submit catalog, or prices, or both.

Sole Pacific Coast Branch
PHIL. B. BEKEART CO.,
717 Market Street,
San Francisco, - California

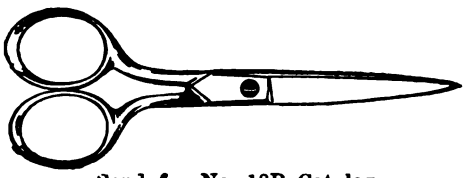
E. KENT, Pawtucket, R. I.

"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments sell Scissors for dealers very quickly.



Send for No. 18B Catalog.

We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY

250 North Av., Bridgeport, Conn.

Represented by
JOHN T. ROWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City and Denver.

POCKET KNIVES
BUTCHER KNIVES
PARING KNIVES
RAZORS
RAZOR STROPS



California Stock Pattern

SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE

We specialize in Stock and Ranch Knives for the Western trade.

WESTERN STATES CUTLERY & MFG. CO.

Write for Samples and Prices Mfgrs. of Cutlery and Cutlery Products **BOULDER, COLO.**



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS,
122-124 N. Curtis St., Chicago, Illinois



BURNT IVORY BRAND

Second Growth Hickory Handles

Special attention given orders for hand made Axe, Pick, Sledge and Hammer Handles.



IVORY HANDLE COMPANY
Hope, Arkansas

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1919 N. R. A. .22 CAL. COMPETITIONS

Like the Contests of previous years, result in victories for users of

Peters AMMUNITION

(The Original and only SEMI-SMOKELESS)

HIGH INDIVIDUAL SCORE 1999 x 2000

by Capt. T. K. LEE, of Birmingham, Ala. Keeping pace with his previous scores—WORLD'S RECORDS—4599 out of a possible 4600, and 2000 out of a possible 2000 points, all made with the (P) brand .22 Long Rifle Semi-Smokeless

INTER-MILITARY SCHOOL CHAMPIONSHIP

won by Culver Military Academy, Culver, Ind. Score 9832 x 10000, using Peters .22 Short Semi-Smokeless. This efficient shooting organization also annexed 2nd honors in the 1919 Astor Cup Match.

Semi-Smokeless Ammunition is an asset and a safe choice for any shooter who is jealous of his scores.

THE PETERS CARTRIDGE COMPANY - - Cincinnati, Ohio

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

IT'S "SOME GUN"

OUT SELLS
OUT SHOOTS
OUTLASTS
All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

BENJAMIN AIR RIFLE MFG. CO.
611 N. Broadway
ST. LOUIS - MISSOURI



"THE BENJAMIN"

A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES PROFITS SATISFACTION

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco.

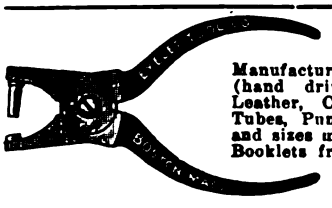
SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

J. SAND & SONS - Detroit, Michigan



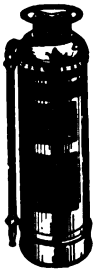
EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

40 Lincoln Street
BOSTON - MASS.

HARDWARE AGENTS WANTED





We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus.

O. J. CHILDS CO., Utica, N. Y.

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"PITTSBURGH PERFECT"

WIRE NAILS ALL KINDS

BARBED WIRE BALING WIRE BALE TIES

"Pittsburgh Perfect" Electrically Welded
and
"Columbia" Hinge Joint

WIRE FENCING

AT RIGHT PRICES TO YOU

Carload shipments from Pittsburgh mills to all points on the Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO., SAN FRANCISCO, CAL.

A. C. RULOFSON CO., Sales Managers, 359-363 Monadnock Building

BRANCH OFFICES: 2113 L. C. Smith Bldg., Seattle, Wash.
1446 Malvern Ave., Los Angeles, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

Dunham, Carrigan & Hayden Co.,
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Northern California and Nevada.

Whiton Hardware Company,
Seattle, Wash.
Washington and Eastern Oregon.

"PITTSBURGH PERFECT" TRADE MARK REGISTERED PPCo

COBBLER SETS



LEADER
The Right Kind for You to Handle

STAR HEEL PLATES



No. 4

FAST SELLERS
MADE IN 7 SIZES

SHOE STANDS & LASTS

THE BEST MADE



OUR PRICES ARE RIGHT, TOO.

Empire Guaranteed

WRITE FOR CATALOG NO. 15

STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. **Utah and Idaho**—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah.



WAGNER Door Hangers and Tracks



Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T. Cedar Falls, Iowa.

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Established 1899

THE
GENUINE
Hildebrandt Spinners
and Flies

MADE ONLY BY
The John J. Hildebrandt Co.
Logansport, Indiana
Portland, Oregon

SEE THEM AT YOUR DEALERS

HONEYMAN
Hardware Company
Ninth and Hoyt Sts. Fourth and Alder Sts.
PORTLAND, OREGON

Winchester and Remington
Shotguns, Rifles, Carbines

Selby Black Loaded Shells
Winchester, Remington and U. S.
Metallic Ammunition

Outing Clothing
Aladdin, Dux-bak and Kamp-It
For men and women.

High-Grade Fishing Tackle

Goldsmith—Guaranteed
Football and Basketball Supplies

A. M. HOLTER
Hardware Company
Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

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Hardware Company
Spokane, Wash.

WHOLESALE

Hige Grade Auto
Accessories

Acme Paints
Monarch Ranges
Schuttler Wagons
Mill, Mining and
Logging Supplies

Sargent Hardware
Peninsular
Stoves
and Ranges
Diamond Tires

Prompt — Courteous Service

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SERVICE UNDER DIFFICULTIES

—Not the old-fashioned kind, but above the average—

Our Stock of Fall and Winter Hardware
Requirements Is Complete, and Includes

THANKSGIVING CUTLERY, ROASTERS

STOVES AND RANGES
STOVE PIPE AND ELBOWS
STOVE BOARDS AND COAL HODS
MEAT AND FOOD CHOPPERS
LANTERNS AND LAMP GOODS
GUNS AND AMMUNITION
ICE SKATES AND SKIS

HAND SLEDS
DRIVING GLOVES AND AUTO ROBES
AUTO HEATERS AND FOOT WARMERS
RADIATOR AND ENGINE COVERS
TIRE CHAINS
FOOTBALLS AND STRIKING BAGS
BASKET BALLS AND GYMNASIUM GOODS

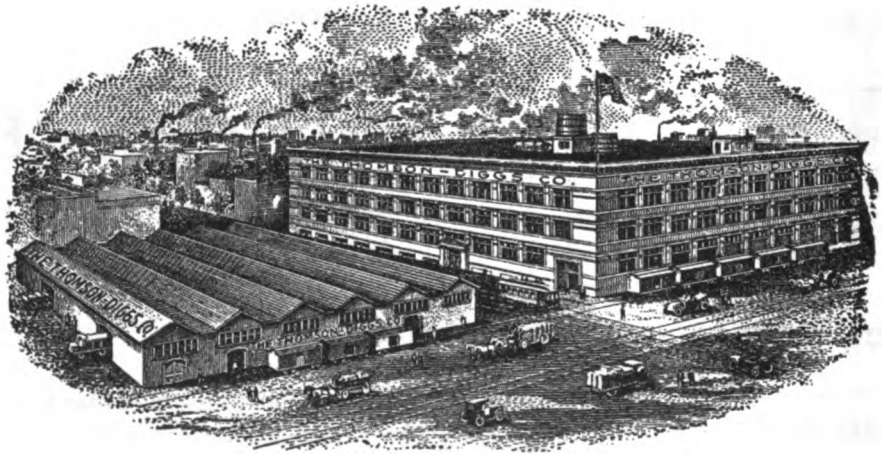
SALT LAKE CITY, UTAH

The Salt Lake Hardware Co.

POCATELLO, IDAHO

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

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HEY FELLERS!

How About Your Xmas Requirements?

Lasting appreciation of a CHRISTMAS GIFT results when a present is **useful** and **continues so indefinitely.**

A few live suggestions in keeping with the above:

FERROSTAT VACUUM BOTTLES
(all steel construction)

PYREX WARE
(the housewife's best friend)

HORSIE TODDLERS
OVERLAND COASTERS, WAGONS, KIDDIE KARS
(For the Kiddies)

STILETTO CHESTS OF TOOLS
(For the handy man about the house)

UNIVERSAL ALUMINUM WARE
(Something new and attractive)

G. & J. TIRES (For John's right-fore wheel)

GREAT WESTERN BICYCLES
(For those without cars and who won't walk)

STILETTO and UNIVERSAL CUTLERY
(A good assortment draws the holiday trade)

HORTON ELECTRIC WASHING MACHINES
(A sensible and serviceable gift)

VEEDOL OILS
(A five-gallon can will be appreciated by any motorist)

MERCHANDISE is scarce this year and our advice to our dealer friends is to stock up early or prepare for disappointment later.

Insure the holding of your old customers by having a good representative stock of quality goods.

WE AIM TO HELP YOU

Cordially yours

Baker, Hamilton & Pacific Company

Seventh, Townsend and King Sts., San Francisco, Cal.

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WINTER IS HERE

SO IS OUR STOCK OF

AIR TIGHT HEATERS

MANGRUM & OTTER, Inc.
San Francisco

WE HAVE JUST RECEIVED A LARGE SHIPMENT OF
Andirons, Fire Sets and Other Fireplace Goods

H. ROTH & SONS

SPECIALTY

HARDWARE JOBBERS

We Carry in Stock a
Full Line of

THE BUFFALO SLED CO'S

Auto Wheel Coasters *and* Auto Wheel Convertible Roadsters

Absolutely the Finest Line Made

Write Us Today for Catalog and Prices



"TRY US FIRST"

H. ROTH & SONS — *Specialty Hardware Jobbers*

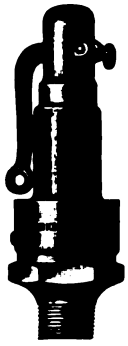
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Lunkenheimer's High Grade Engineering Specialties

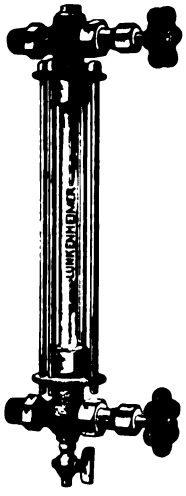


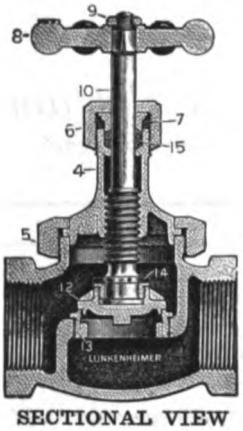
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No. 433



No. 171


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SECTIONAL VIEW
RENEWO VALVE


No. 546



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DUNHAM, CARRIGAN & HAYDEN CO.

Wholesale Distributing Agents San Francisco, California, U. S. A.

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Clover Leaf Manila Rope

PRIME CORDAGE REQUISITES

QUALITY
APPEARANCE
SERVICE

Clover Leaf Brand
Meets All the Foregoing

Trade Mark

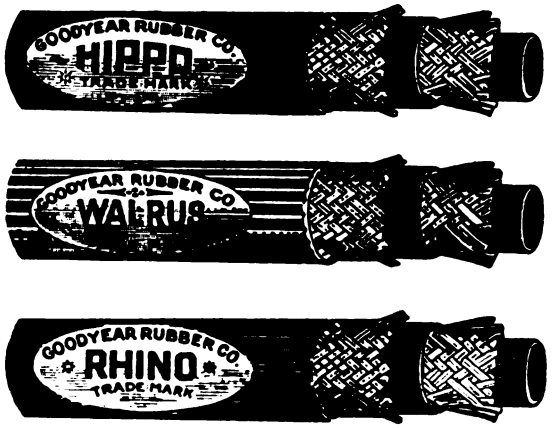
MANUFACTURED BY

The Portland Cordage Company

Portland, Oregon *Seattle, Washington*

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

539 Mission Street
SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St. & Pine St.
PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

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THE WHITON HARDWARE CO.



ARE OPEN AGAIN FOR BUSINESS IN ALL DEPARTMENTS

At the Same Location—104-114 First Ave. South

SEATTLE, WASH.

ESTABLISHED SINCE 1888

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Hercules Cold Solder

Guaranteed to mend Holes, Cracks or Leaks in any kind of Metals, Aluminum, Granite Ware, Tin, Galvanized Ware, Brass, Iron, Lead, Gas, Steam and Water Pipes. Will make pipe joints tight and stop leaks and cracks in Cylinders, Gas Tanks and Automobile Radiators.

It is a necessity that you should supply.

Order a carton from your jobber. If he cannot supply you, write, giving his name.

FREIDEN MFG. CO.
FACTORY, SAN DIEGO, CALIFORNIA

TOOLS



A few mechanics' tools along with other hardware from a local jobber keeps the INVESTMENT down and SALES possibilities up.

Strovell-Paterson Hardware Co.
SALT LAKE CITY, UTAH
Wholesale Only

H-W-1

NEW HAVEN SLUMBER STOPPER

ONE DAY ALARM

With Radium Dial and Hands

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.



Height ...5¾ inches
Dial .....3¾ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3¾ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

MORGAN & ALLEN CO.
150 Post Street, San Francisco, California

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE

HARDWARE

Pipe and Fittings	Sargent & Co.
Canton Steel	Builders' Hardware
Ammunition	Mill and Mining
Sporting Goods	Supplies
Blacksmith Supplies	

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HAMMOND LUMBER COMPANY

WHOLESALE HARDWARE

SPECIALIZING IN BUILDERS' HARDWARE

Sargents Locks and Hardware, Nails, Bolts and Barbed Wire, Beaver Board, Plaster Board, Upson Board.

Galvanized and Painted Corrugated Iron, Northwestern Expanded Metal Lath. Composition Roofings, Screen Cloth, Netting.

Full and complete lines of these materials stocked in carload quantities. ***We solicit your inquiries***

Offices and Warehouses, Twentieth and Alameda Streets **Los Angeles, California**



Pioneer Roofing

PIONEER SMOOTH FLAXINE ROOFING

PIONEER ASBESTOS ROOFING

PIONEER SANDED ROOFING

"IF YOU HAVE IT IN STOCK YOU CAN SELL IT"

Now is the Time to ***Replenish Your Stock of***

PIONEER ROOFING, INSULATING AND BUILDING PAPERS, DEADENING FELT AND SHEATHING PAPER

Write for Samples and Prices

SINCE 1888 **PIONEER PAPER CO.**

Manufacturers

247-251 South Los Angeles Street LOS ANGELES, CALIFORNIA

Your Prospective Customers

are listed in our Catalog of 99% guaranteed Mailing Lists. It also contains vital suggestions how to advertise and sell profitably by mail. Counts and prices given on 9000 different national Lists, covering all classes; for instance, Farmers, Noodle Mfrs., Hardware Dealers, Zinc Mines, etc. *This valuable reference book free.* Write for it.

Send Them Sales Letters

You can produce sales or inquiries with personal letters. Many concerns all over U. S. are profitably using Sales Letters we write. Send for *free* instructive booklet, "*Value of Sales Letters.*"

Ross-Gould Mailing Lists St. Louis



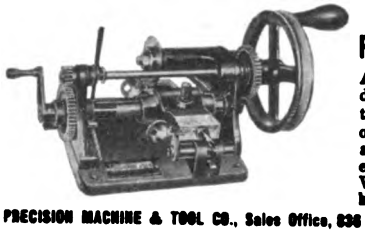
We make TUCKED PEERLESS TUCKER

COTS AND CAMP FURNITURE, MOPS

Tents, Awnings, Covers, Leggins, Carpenters' Aprons

4 Factories. Write for Prices. Prompt Shipments.

TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.



With the——

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office, 836 Hamilton Avenue, Allentown, Pa.

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White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

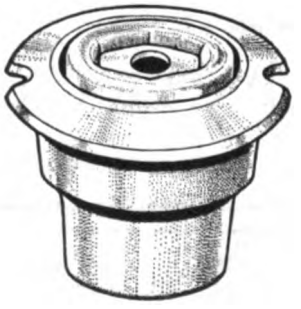
Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.

Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo.
Melbourne, Australia

Thompson Adjustable Sprinkler Heads



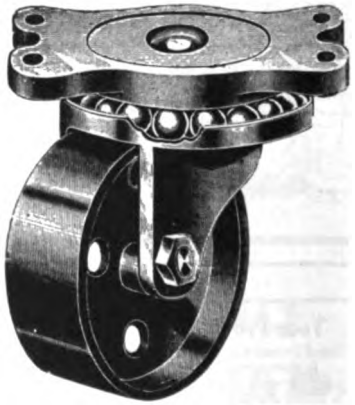
For Permanent Lawn Sprinkling systems embody the utmost simplicity in construction and efficiency in operation.

Made of brass and zinc,
Will last a lifetime

Write at once for folder or information regarding sprinkling systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue,
LOS ANGELES

CASTERS



WHEELS, WHEELBARROWS, STORE AND FACTORY TRUCKS, CONCRETE MIXERS, ETC.

Have you our catalog?



San Francisco, Cal.

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"ENTERPRISE" Meat and Food Chopper
No. 5, Family Size, $3.50

The "ENTERPRISE" Has Chopped Its Way to Popularity



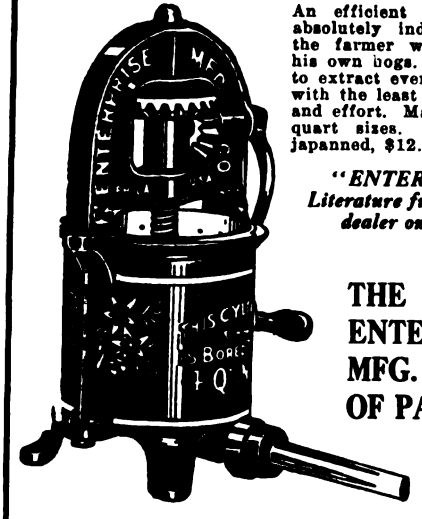
And when we say "chopped," we're speaking literally, for the keen, four-bladed steel knife with its perfect contact against the perforated steel plate, really does chop the food into small, easily digested bits—cutting it just as cleanly as though it were done with a pair of sharp shears. Not a bit of the rich, nourishing meat juice is lost. Naturally this superiority in chopping is appreciated by the housewife, because it enables her to prepare more appetizing dishes than would be possible with inferior choppers or "grinders" that mangle and tear the meat, making it dry and stringy.

This is one of the reasons, why, for over fifty years

"ENTERPRISE" Meat-and-Food Choppers

have been so widely acclaimed by housewives. And it's one reason, too, why they sell readily, adding noticeably to the profits of the dealer who sells them.

"ENTERPRISE" Sausage Stuffer, Lard and Fruit Press



An efficient article that's absolutely indispensable to the farmer who slaughters his own hogs. Enables him to extract every bit of lard, with the least waste of time and effort. Made in 2 to 8-quart sizes. 4-quart size, japanned, $12.25.

"ENTERPRISE" Literature furnished any dealer on request

THE ENTERPRISE MFG. CO. OF PA.

Philadelphia, U. S. A.

29 Murray St., New York 77 O'Farrell St., San Francisco

The only can and pail your trade knows by name and reputation



2 sizes Pail

Witt's Can and Pail, through long years of advertising, have become the standard of the country.

Every customer who comes into your store knows that Witt's outlasts two ordinary cans—knows that the Yellow Label means satisfaction guaranteed.

THE WITT CORNICE CO.
Cincinnati, Ohio

WITT'S CAN and PAIL

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Weil Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Sueller Bros. & Co.	San Francisco
M. Seller & Co.	Portland / Seattle / Spokane
Whiton Hdw. Co.	Seattle
Honeyman Hdw. Co.	Portland



4 sizes Can

SALES HELPS

To every dealer selling Witt's Can and Pail we will furnish free electrotypes for newspaper advertising, envelop stuffers, window and counter display cards, street car cards. Many dealers find that these helps increase their business.

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SAFETY INTERLOCKING STOVE AND FURNACE PIPES

Fire Preventing



Home Protecting

Ambrose P. McGuirk's Patent

Our Asbestos-Covered Interlocking Furnace Pipes, Interlocking Stove Pipes, Interlocking Asbestos-Covered Flue Thimble, Interlined Interlocking Ring Flue Caps and Interlocking Elbows are not luxuries nor needless accessories. They are very necessary where stoves and furnaces are used. By fastening and cementing the Flue Thimble in the Flue Hole, and putting in and turning the pipe joint and locking it firmly therein, it can't pull out or be pushed in too far. Each successive pipe link is locked to the receding one, until the whole pipe is firmly locked together, and to the Stove Collar, so that the pipe can't fall down. When the pipe is taken down put in the Flue Cap and lock it, making the flue hole fire safe.
Every home and factory owner is morally liable for impending fires on his property, and as fast as flames reap losses will our dealers reap profits on our Fire Safe, Rust Proof, Interlocking Pipes, Flue Thimbles, Caps and Elbows.

Send for Price List and Descriptive Statement.

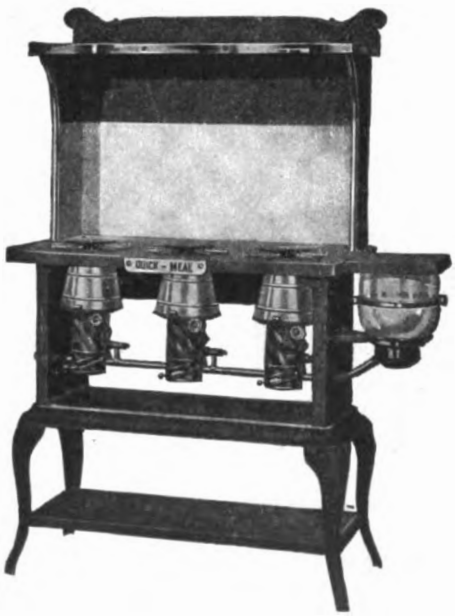
SAFETY INTERLOCKING STOVE PIPE CO., **MT. PLEASANT, IOWA**

STOVOIL



MAKES STOVES LOOK LIKE NEW
Kills rust; prevents rusting; Cleans and Polishes—all in one operation.
Guaranty on each bottle

Write for wholesale prices.
GENERAL SALES CORPORATION
Pacific Coast Representatives.
San Francisco Los Angeles



"QUICK MEAL" Oil Stoves

Have proven themselves to be the best.

That is why there are so many more of them sold than others.

Write and Secure Agency

RINGEN STOVE COMPANY

Division of American Stove Company

C. H. SCHIECK, *Pacific Coast Agent*

715 INDIANA STREET, NEAR 19th - - SAN FRANCISCO, CALIFORNIA

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Parker Sash Chain

No Sir—

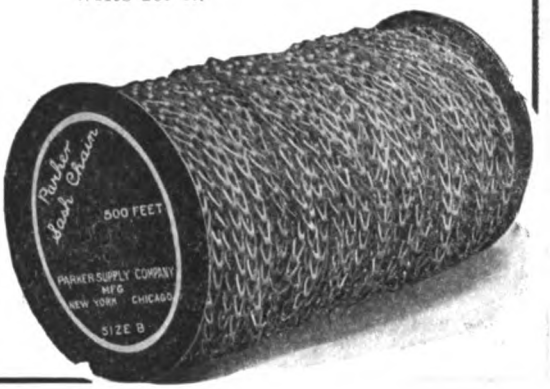
It isn't the "best in the world"; nor the "standard of excellence"; nor any of the over-worked superlatives that manufacturers are prone to apply to a product.

But—

It is as fine a line of Sash Chain as can be produced, with highest grade of material and expert workmen. Tested to make sure that it is possessed of **surplus** tensile strength.

Made in all sizes and finishes

An interesting proposition, too. Write for it.



PARKER SUPPLY CO. Inc.
Manufacturers
NEW YORK

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*
El-an-Ge Enameled Ware
and
Pearl-Agate
Turquoise Enameled Ware

New York **Chicago** **Boston** **San Francisco**

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A NEW CORCO PRODUCT

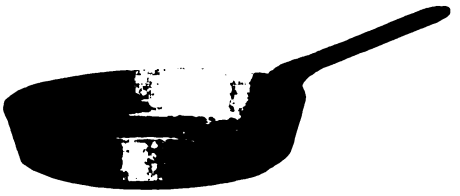
REG. U.S. PAT. OFF.

The FRIAR Line

OF

EXTRA HEAVY STEEL SKILLETS

SMOOTH **EVENLY POLISHED** **UNBREAKABLE**



MADE IN FIVE SIZES

No.	7	8	9	10	11
SIZE	9 Inches	10 Inches	11 Inches	12 Inches	13 Inches

WHITAKER-GLESSNER COMPANY

Wheeling Corrugating Department

Main Office and Works, Wheeling, W. Va.

New York, Philadelphia, Chicago, Richmond, St. Louis, Chattanooga, Kansas City, Minneapolis



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only $14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.

Manufacturers **HOT SPRINGS, ARKANSAS**

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MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the *"REAL SOLID"* Line the most complete on the market.

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company

WOOSTER, OHIO

CHATILLON SCALES

MORE than two score years of upright dealing, products honestly manufactured, and rendering long and satisfactory service, liberal profits to the dealer, rapid turnover and unflagging demand—the retention of old friends and the winning of new ones—have served to make the name

CHATILLON



familiar to tradespeople and housewives from coast to coast.

The Chatillon Red Seal Scale—illustrated by the cut—is especially appreciated by housewives who are particular to get uniform results in preserving.

The Chatillon line moves rapidly from stock and insures increased profits.

Our Catalogue No. 19 fully illustrates and describes our complete line of spring balances and scales. We will gladly furnish you with a copy on request

JOHN CHATILLON & SONS
New York U.S.A.

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ROCK-A-BYE NURSERY SPECIALTIES



WALKER No18



SWING No1 SWING No2



BED No3

NURSERY SEAT No15



PLAY YARD No4



HIGH CHAIR No5



AUTO BED No23



SWING No19



JUMPER No17



AUTO BED No16



AUTO SEAT No6

POP UP LAWN SPRINKLER




Closed

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half-inch connections. Has 25′-0″ distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.
PITTSBURG VALVE & FITTING CO., Barberton, Ohio.
or
AUTOMATIC LAWN SPRINKLER CO.
209 Scott Bldg., Salt Lake City, Utah


Open

POP UP LAWN SPRINKLER

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ALUMINUM COMPANY OF AMERICA
VIKO
ALUMINUM

Fortune favored the ships of the Vikings of old.

Today there is fortune in the handling of Viko. This famous aluminum ware is bringing big profits to progressive dealers everywhere.

ASK YOUR JOBBER

Triplicate Sauce Pan—One of the many Viko utensils

VIKO

The Popular ALUMINUM

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Queen Incubators
Built to Hatch Without Trouble



There is money in an Incubator Department, but it is absolutely necessary to handle a line of Incubators that satisfactorily deliver the chicks.

The Queen is known throughout America as a high-grade moderate-priced Incubator that hatches chicks that live and grow. Write us.

Queen Incubator Company
Lincoln, Nebraska

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MANNING-BOWMAN
ELECTRIC IRONS

are entirely different from others. The heating wires are embedded in cement and are, consequently, in an absolute vacuum, and this construction obviates deterioration through oxidation. They heat as quickly and as well after years of service as when new. They are

"Better Than the Best"

They cost no more than many other irons, and it surely is a satisfaction for you to sell your customer the **very best** there is in any line.

They are properly balanced, so that a day's work can be done with less fatigue than with improperly balanced irons.

They are built on beautiful lines—an important factor in selling.

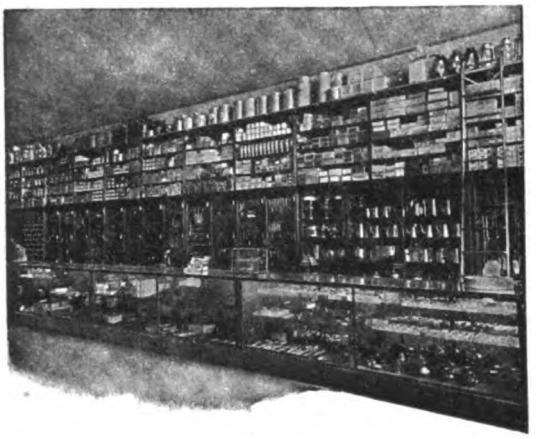
Order a case—18 irons—for a start, and learn real electric iron satisfaction.

H·J·GUTE & CO·

PACIFIC COAST
FACTORY REPRESENTATIVES
150 POST ST.
SAN FRANCISCO
CALIFORNIA

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Hidden Hardware Won't Sell Itself



Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

DULUTH SHOW CASE CO.
DULUTH, MINNESOTA

BOOST YOUR STOVE SALES WITH
—the—

BOOMER CANNON

The ideal stove for factories, stores, schools, garages and warehouses.

Made in six sizes, Nos. 1, 2, 3, 4, 5 and 6.

A sheet iron drum may be attached, which increases its heating capacity.

Bulletin illustrating and describing this stove and giving weights and fire pot diameters, may be had on request.

The prices we are quoting at present, are much below the general market prices on such stoves.

THE HESS-SNYDER COMPANY, Mfgrs.
Massillon, Ohio

American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

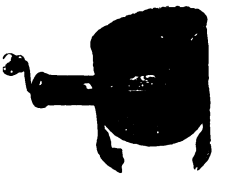
ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1918



GENUINE HUNTER'S SIFTER

The Standard for a Quarter-Century

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO
Bender Street Hamilton, Ohio



THE PACKHAM
Stove Pipe Crimper and Beader

MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

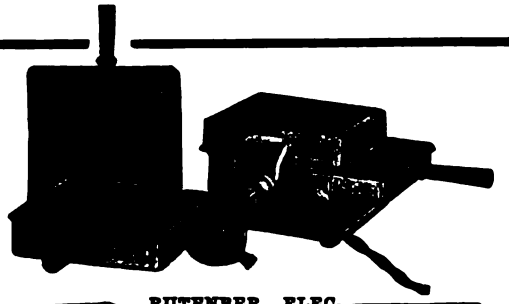
"ANSONIA" NAIL CLIP 15 CENTS

Made by the makers of the "Gem" Nail Clipper Twelve in a box or 12 on a display card.



Write
H. C. COOK CO. - ANSONIA, CONNECTICUT

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RUTENBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.



Furnished complete with all the necessary cooking utensils. Full nickel finished.



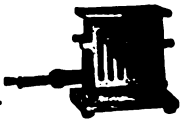


We manufacture a full line of Household Appliances.



write for our complete Catalog and Trade Discounts.





RUTENBER ELECTRIC CO.

Marion, Ind., U. S. A.

The New "Liberty" Postal Scale

A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—at the new 3c per ounce rate — as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale" — capacity two pounds. Finished in gold bronze or oxidized copper.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.

West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Ore.

DUPLEX

FIRELESS STOVE

COOKS THE ENTIRE MEAL

BAKES AND ROASTS BROWN



A Sales Feature For January

Here is a steady selling feature that will continue Christmas business—all the year.

There are prospects for good sales on every side of you.

Leading dealers in cities and smaller towns from coast to coast are "cashing in" on the DUPLEX sales and doubling and tripling business.

Advertising in magazines reaching hundreds of thousands of women—backed by brilliant display features for your store—help you in selling.

DUPLEX value—bigger capacity at less cost—and many distinctive features make sales easier and increase "turn over."

Wherever there's a kitchen cabinet there should be a fireless stove—a DUPLEX.

Write today for the new dealers' catalog, showing all types in colors and special dealers' proposition.

DURHAM MFG. CO.

MUNCIE, IND.

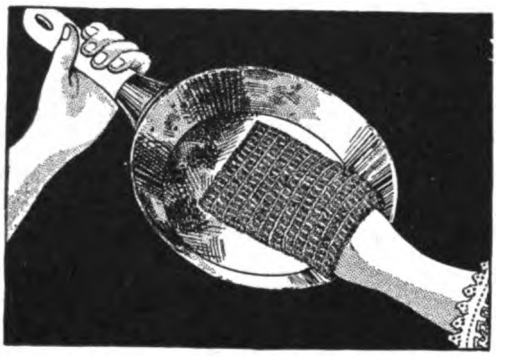
NEW YORK OFFICE—108 CHAMBERS ST.
CHICAGO OFFICE—170 WEST RANDOLPH ST.
LOS ANGELES OFFICE—1643 FIFTH AVE.

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MAGNETIC CLOTH

CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known



No up to date kitchen is complete without one, no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for 10 Cents

Send us your jobber's name if he can't supply you.

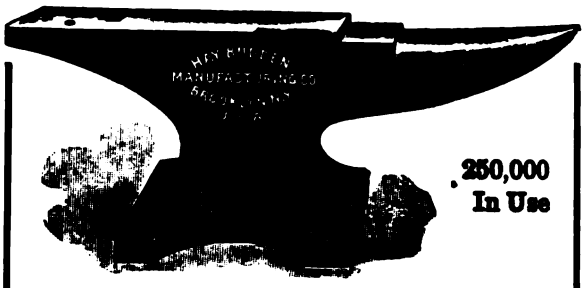
Manufactured by

JOHN W. GOTTSCHALK MFG. CO.

Lehigh Ave. and Mascher St. Philadelphia, Pa.

McDONALD & LINFORTH,
Pacific Coast Reps., 739 Call Bldg., San Francisco.

HAY-BUDDEN Solid Forged ANVILS



250,000 In Use

Entire top being in one piece of high-grade forged steel, makes a loose face impossible.

For over a quarter of a century, the name of "Hay-Budden" in connection with anvils has stood for perfection. The first Wrought Anvil Makers in America. Anvils made from the best American wrought iron and steel and sold by all the leading hardware jobbers.

WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Turnbull & Cox, Inter State Trust Building, Denver, Col.

A Boy Can Pump With A Goulds "New Alert"



A HALF-GROWN BOY can readily operate the Goulds Fig. 1334 "New Alert" Pump. A powerful leverage, an ample air chamber and large waterways make pumping easy. The "New Alert" costs so little that any householder can afford one. Later, he can equip it with a Goulds Fig. 1613 Pumping Jack with pulleys for power drive. An air valve on Fig. 1334 equips the "New Alert" for filling air-pressure tanks (Fig. 1604).

GOULDS PUMPS

1848 "For Every Service" 1919

Over 400 Styles and Sizes

include other water supply outfits for country and small-town homes, also a complete line of pumps for operation by hand, windmill and power. We guarantee every Goulds Pump to satisfactorily perform the work for which we recommend it. You are fully protected.

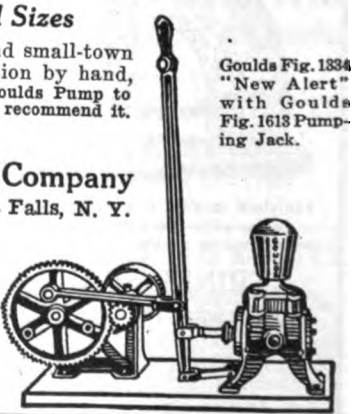
Write for catalog and prices

The Goulds Manufacturing Company

Main Office and Works Seneca Falls, N. Y.

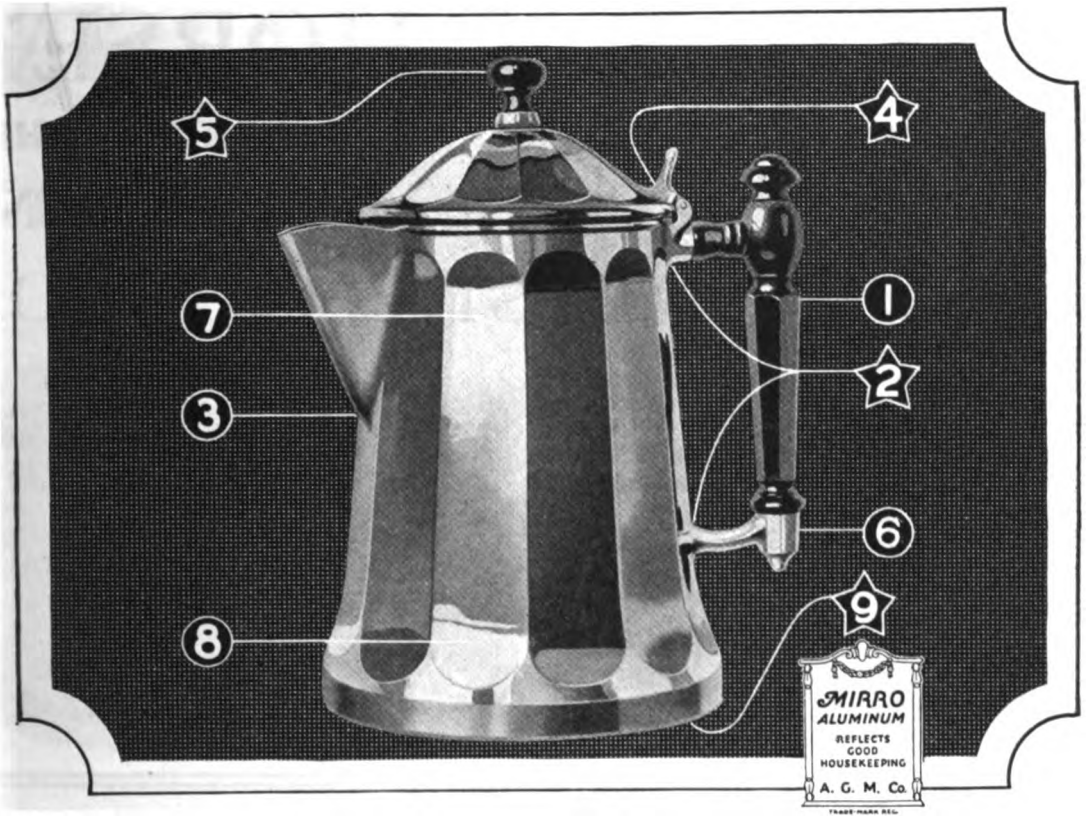
New York 16 Murray St. | Boston 58 Pearl St.
Chicago 12 S. Clinton St. | Philadelphia 111 North 3d St.
Pittsburg Oliver Bldg. | Detroit Dime Bank Bld.
Atlanta 3d Nat. Bank Bld. | Houston Carter Bldg.

Northwest Agent: D. L. HERMAN, 214 Maritime Building, Seattle, Wash.



Goulds Fig. 1334 "New Alert" with Goulds Fig. 1613 Pumping Jack.

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'Twill Make Good Christmas Cheer

NOT less useful because it is beautiful, but more so. This Mirro Aluminum Coffee Pot endures the hottest flame or graces your table with equal felicity. In it beauty and utility truly go hand-in-hand.

And what joy it gives to coffee-making! It is everything that a coffee pot should be. Light, durable, a *quality* pot through and through, and with the many features of convenience that distinguish all Mirro utensils. Note them well. You do not find them in ordinary aluminum ware.

(1) The sure-grip, ebonized, detachable handle which insures comfortable handling and easy pouring. ☆(2) Handle sockets are welded on, as are also the spout (3), and the combination hinge and cover tipper ☆ (4).

☆(5) The rivetless, no-burn, ebonized knob. This, with the other star features 2, 4 and 9, belongs exclusively to Mirro.

(6) Flame guard protects handle when the pot is on the stove. (7) The famous Mirro finish. (8) The rich Colonial design. ☆(9) The well-known Mirro trade-mark, stamped into the bottom of every Mirro utensil, and your guarantee of excellence throughout.

Remember, too, that the experience of a quarter of a century of better aluminum making has gone into Mirro. *That* accounts for its supremacy in the world of aluminum ware.

The scale upon which it is manufactured, the tremendous scope of the business behind it, accounts for its really moderate price.

Mirro Aluminum is sold at better stores everywhere.

Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

Dealers: Mirro Aluminum has become the recognized sales leader. Every sale means a dealer sale and a dealer profit. Write today for dealer catalog and interesting dealer data.

MIRRO ALUMINUM
Reflects Good Housekeeping

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"IRON HORSE"

"AS STRONG AS THE

QUALITY—STREN

ROCHESTER CAN CO.







The Ontario Knife Company, Frankiinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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METAL WARE

NAME IMPLIES"

GTH—DURABILITY

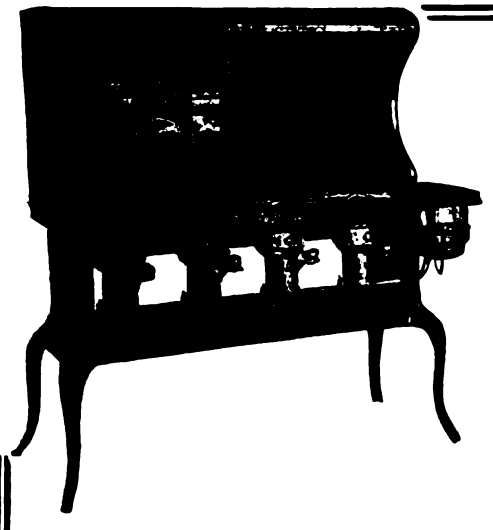
91 Hague Street, Rochester, N. Y.











LADY ELGIN

Oil Cook Stoves

have scientifically constructed burners which produce a clean blue flame like gas.

Operation is simple and affords perfect control at low, medium and high flame. Automatic wick stop at high flame prevents smoking.

You can personally guarantee the LADY ELGIN to your customers, for we back this guarantee—just as we have done for many years with ELGIN BAKE OVENS.

ASK YOUR JOBBER **ORDER ELGIN COOKS AND OVENS NOW**

Get Benefit of our Spring Terms

ELGIN STOVE & OVEN CO. - Elgin, Illinois

BEH & CO., Eastern Distributors, 106 Franklin St., New York

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UNIVERSAL
Meat Chopper No. 304
$8.50

UNIVERSAL
Meat Choppers

The Trade Mark known
UNIVERSAL
in Every Home



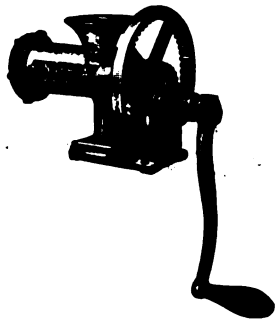
UNIVERSAL
Meat Chopper No. 333
$5.50

Will You Get This Profitable Business?

All UNIVERSAL Meat Choppers, as well as other UNIVERSAL products are made to give the utmost service to the ultimate purchaser. That means satisfied customers and more sales for the dealer.

Sell the goods that hold the trade. There is no better getter of trade and begetter of profits than the UNIVERSAL Meat Chopper.

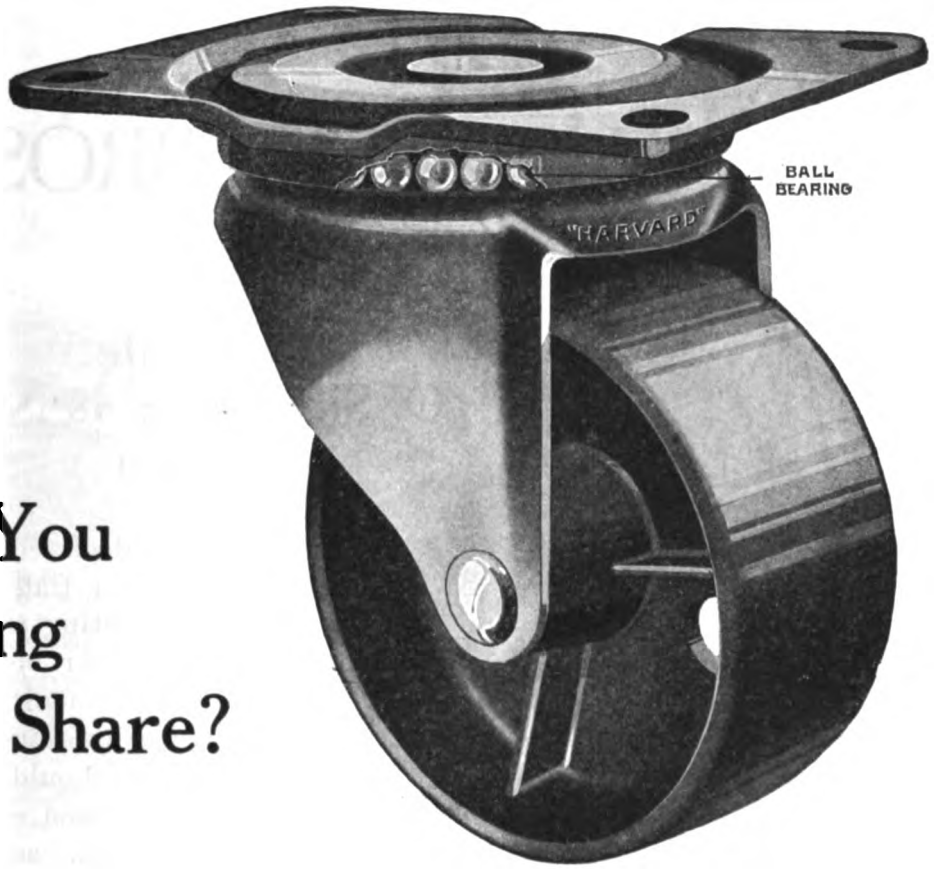
ORDER NOW THROUGH YOUR JOBBER



UNIVERSAL
Meat Chopper No. 344
$14.50

LANDERS • FRARY & CLARK
• NEW-BRITAIN CONNECTICUT • •

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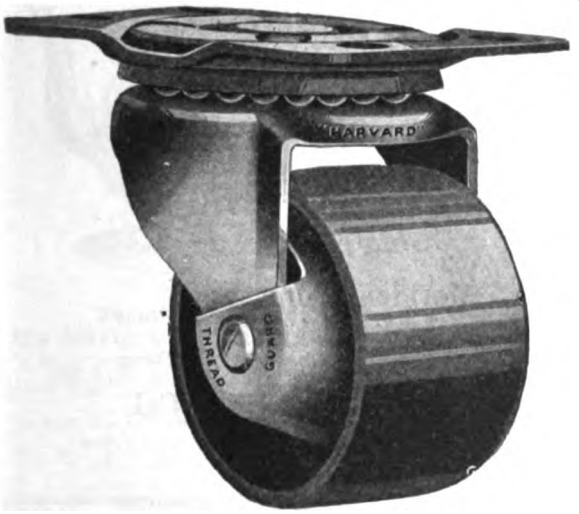
Are You Getting Your Share?

Hardware World Dealers all over the country are "cashing in" on the new "Harvard" Ball Bearing Truck Caster. Are you one of them or have you overlooked this opportunity to increase your sales?

The new "Harvard" Ball Bearing Truck Caster is constructed of extra heavy gauge steel. The axle is also made of extra heavy steel. The wheel is cast iron. This caster is much lighter than ordinary iron casters yet is practically indestructible. It is unequalled for strength and durability. The large 5-16 inch ball bearings make them easy running and turning.

Our new "Harvard" Ball Bearing Thread Guard Caster shown below has proved a big seller to shoe factories and mills where lint and threads from the floor are apt to twist around the wheels and prevent free action. Their big feature is the steel guard which prevents this and their 7-32 inch ball bearings.

Every Hardware World dealer should have our descriptive circular No. 105 H. W., showing our complete line. Write for one.



PUT YOUR CASTER PROBLEMS UP TO US

The Bassick Company

General Offices

Bridgeport, Conn.

The M. B. Schenck Co. Division

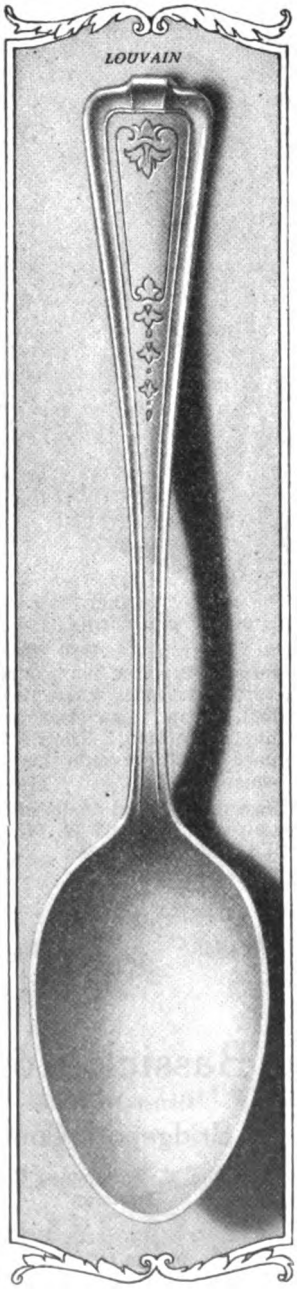
Universal Caster & Foundry Works Division

The Burns & Bassick Company Division

Address all inquiries to Bridgeport, Conn.

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1847 ROGERS BROS.
SILVERWARE



One Sale Of Silverware Is Not Enough

The man who declared that a sale of silver flatware was like planting a tree from which later he expected to gather fruit knew what he was talking about. One sale should mean a second sale and a third and a fourth, as other items are added to the original purchase.

Cultivate your client's desire that the interior arrangement of her home shall be harmonious, and be prepared to supply silverware that will supplement her furniture and decorations.

INTERNATIONAL SILVER COMPANY

Meriden, Conn.

Pacific Coast Warerooms
150 Post St., San Francisco, Cal.

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West Bend
QUALITY UTENSILS



No. 895
Seamless Roaster With Rack — A good seller all the time. Used for preparing fowl, preserving and baking.



No. 75
Casserole



No. 78
Round Roaster—A popular dish that is used daily.

West Bend
QUALITY UTENSILS

Aluminum Cooking Utensils

Are nationally advertised goods. Put in a full stock of West Bend Ware and you will have a line of aluminum you can be proud of.

ORDER NOW!

PROTECT YOURSELF ON DELIVERY

Anticipate your needs and order now, so that you can have the goods when you want them. It is good policy to buy Aluminum ware at this time. Business will continue good and prices will not fall for a comparatively long time.

Get a copy of our Catalog and Price List and then place your order.



No. 841
Fountain Percolator
It's beauty and utility make it a profitable item.

WEST BEND ALUMINUM CO.

WEST BEND, WIS.

ALBERT GROESCHEL, WESTERN DISTRIBUTOR, 1055 MARKET ST., SAN FRANCISCO, CAL.

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Faultless Caster Company

PACIFIC COAST REPRESENTATIVES
CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.

Evansville  Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

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Save a woman's time and she will thank you.

Save her work and she will like you.

Save her money and she will love you.

Sell her PYREX and she will **marry** your store.

PYREX

TRANSPARENT OVEN DISHES

For Baking and Serving

PYREX is nationally advertised.

PYREX is guaranteed.

The leading manufacturers of metal mountings have adopted PYREX for their standard insets.

Jobbers handling housewares have complete stocks of PYREX.

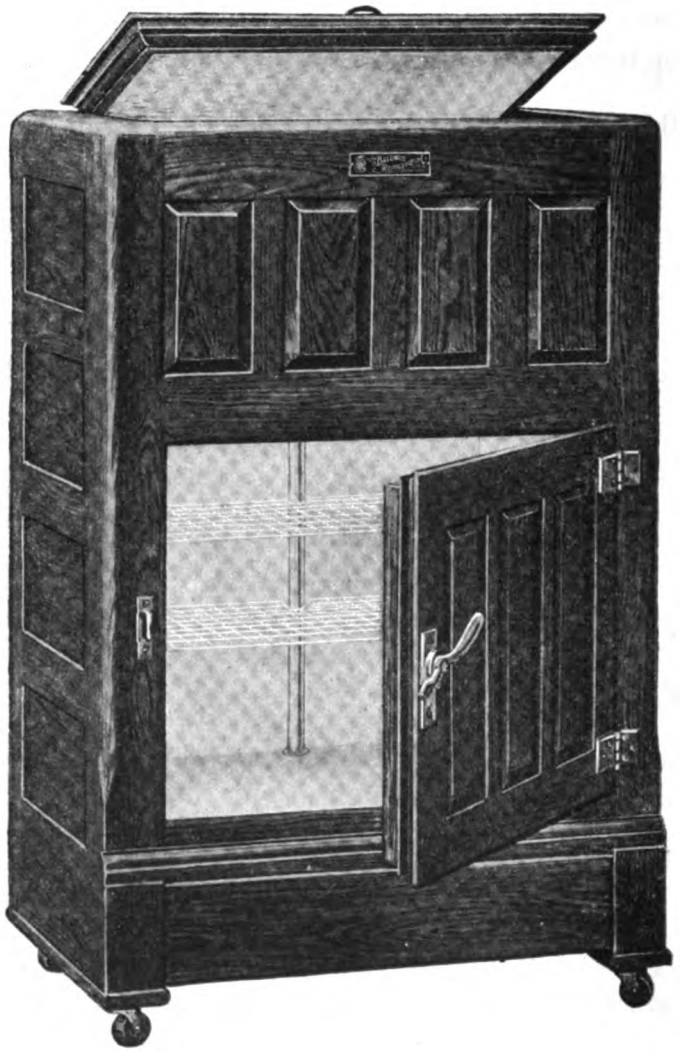
A Booklet "How to Sell More" will be posted to buyers and salespeople, free on request.

Pyrex Sales Division
CORNING GLASS WORKS
World's Largest Makers of Technical Glass
555 Tioga Avenue, Corning, N. Y.



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BALDWIN DRY AIR REFRIGERATORS



The Baldwin Refrigerator Company
BURLINGTON, VERMONT

Stock Carried by HEYMAN-WEIL CO., San Francisco, California

SEND FOR CATALOG AND PRICES

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A Special Feature

The Toy Department

First Exhibition of American-Made Toys

Now Open!

THE INTERNATIONAL HARDWARE AND HOUSEFURNISHING EXCHANGE

In the World's Greatest Industrial Mart

GRAND CENTRAL PALACE, NEW YORK

BUYERS! *The* Place For You To Purchase Hardware, Housefurnishings, Toys, Novelties, Etc.

EXHIBITS!

Hardware, Stoves, Shelving, Tools, Bicyles; Gas, Steam and Electric Fixtures; Housefurnishings, such as Electric Labor Saving Apparatus, Aluminum Ware, Tin and Enamel Ware, China and Glass; Gas, Oil and Electric Heaters; Refrigerators, Etc.

MANUFACTURERS! Your products are before buyers from all over the world. This is one of the eight permanent industrial expositions operated in this largest of exhibition buildings by the Merchants and Manufacturers Exchange of New York.

HAVE YOU RESERVED SPACE? BETTER WRITE AT ONCE!

The International Hardware and Housefurnishing Exchange
Grand Central Palace **New York**

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A Side Line Proposition Without an Equal!

A Phonograph Line that Makes You a Worth-While Profit



Model No. 1

Every dealer that sells "Operollo" Phonographs makes a worth-while profit—our very fair prices guarantee that. The makers of "Operollo" don't want ALL the profit.

And what does the owner get? A real phonograph that does everything one could expect it to do—and more. Yet the price is so reasonable—and the VALUE so evident that every owner is half-sold when he sees "Operollo" for the first time. All cabinets have a piano finish and equipment is strictly high grade.

"Operollo" Phonographs are made in six designs. Their perfect tone, fine appearance, reliability, variety and reasonable prices combine to make this the very best proposition for every hardware and house furniture dealer.

Model No. 1

Mahogany, Golden or Fumed Oak. Height, 42 inches; width, 17 inches; depth, 19. Strong, durable double spring motor. Absolutely reliable, universal tone arm, tone modifier. Retail price $75.

Model No. 95

Mahogany, Golden or Fumed Oak, Height, 45 inches; width, 19 inches; depth, 21. Strong double spring motor. Silent and reliable spruce wood tone chamber, Operollo tone arm. Retail price $90.



Model No. 95

Limited Amount of New Agencies Open

Due to increased production we can add to our list a selected number of new agencies.

DEALERS --- Write us today for descriptive literature and details about our proposition

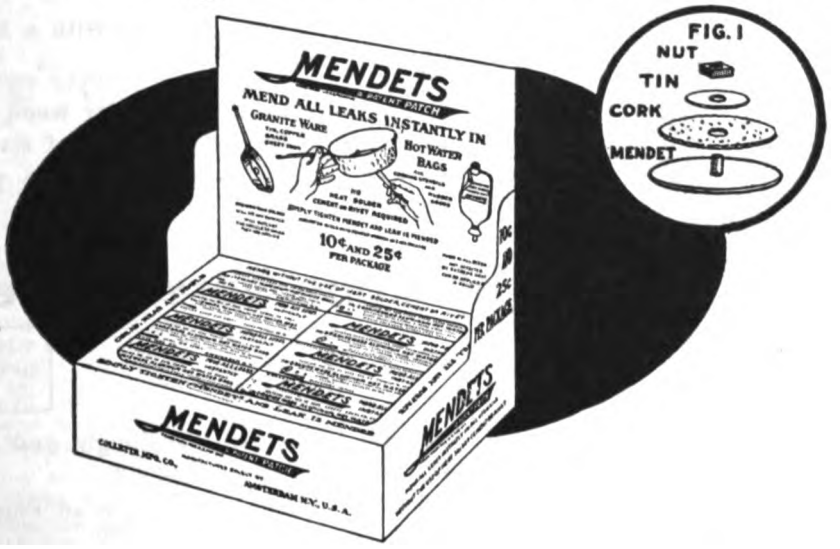
OPEROLLOS SELL ON SIGHT

OPEROLLO PHONOGRAPH COMPANY

54 W. Lafayette Boulevard, Detroit, Mich.

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Selling by the million! Saving as much — by mending Pots and Pans with



MENDETS

A PATENT PATCH

TRADE MARK REG. U.S. PAT. OFF.

Price 10c and 25c a package

Good Value—Good Dealer Profit

Every retailer who handles this big-selling, big-profit household necessity increases his total profits. To display it is to sell it. There is no substitute for it. Mendets have been selling for ten years—and sales are growing every day. Get in touch with any of our jobbers listed below and have him quote prices, then order at once.

Mendets fix leaks instantly without the use of heat, solder, cement, or rivet; in granite and aluminum ware, hot-water bags, tin, copper, brass, cooking utensils, rubber goods.

These Jobbers are Selling "Mendets"

San Francisco, Cal.—
Baker & Hamilton Co.
Dunham, Carrigan & Hayden Co.
Heyman-Weil Co.
Holbrook, Merrill & Stetson.
Pacific Hdwe. & Steel Co.
Seller Bros. & Co.
Preston Bros., Norwich, Conn.
Jordan Hdwe. Co., Willimatic, Conn.
C. F. Hamblen, St. Augustine, Fla.
Boetticher & Kellogg, Evansville, Ind.
Knapp & Spencer Co., Sioux City, Ia.
Cutler Hdwe. Co., Waterloo, Ia.
A. Baldwin & Co., Ltd., New Orleans
H. H. Crie & Co., Rockland, Me.
Burlingame & Darbys Co.,
North Adams, Mass.
Duncan & Goodell Co., Worcester, Mass.
Standard Bros., Ltd., Detroit, Mich.
Marshall-Wells Hdw. Co., Duluth, Minn.
Edwards & Chamberlin Hdwe. Co.,
Kalamazoo, Mich.
Farwell, Ozmun, Kirk & Co., St. Paul
T. McCleland Hdw. Co., Jackson, Miss.
Shapleigh Hdw. Co., St. Louis, Mo.
Sprouse-Reitz Co., Tacoma, Wash.
Helena Hdw. Co., Helena, Mont.
John B. Varick Co., Manchester, N. H.
John E. Larrabee Co., Amsterdam, N.Y.
C. A. Baynon Co., New York City
Biddle Purchasing Co., New York City
Oliver Bros., New York City
Chas. J. Smith & Co., New York City
Mathews & Boucher, Rochester, N. Y.
Weed & Co., Rochester, N. Y.
Wardwell Hdw. Co., Rome, N. Y.
A. E. Bonestell & Co., Troy, N. Y.
W.W.Conde Hdw. Co., Watertown, N. Y.
Honeyman Hdw. Co., Portland, Ore.
Potter-Hoy Hdw. Co., Bellefonte, Pa.
Emery Hdw. Co., Bradford, Pa.
Herr & Co., Lancaster, Pa.
C. Dreisbach's Sons, Lewisburg, Pa.
Supplee-Biddle Hdw. Co., Philadelphia
Seattle Hdw. Co., Seattle, Wash.
Hibbard, Spencer, Bartlett & Co.,
Chicago, Ill.
Shields & Bros., Philadelphia, Pa.
Masback Hdw. Co., New York City
Belknap Hdw. & Mfg. Co., Louisville
J. M. Warren Co., Troy, N. Y.
Elderfield Hartshorn Hdw. Co.,
Niagara Falls, N. Y.
Geo. Bright Hdw. Co., Pottsville, Pa.
Wm. Goldenblum & Co., New York City
J. M. Warren, Troy, N. Y.
C. H. & E. S. Goldberg, New York City
Augusta Hdw. Co., Augusta, Ga.
Wm. Frankfurth Hdw. Co., Milwaukee

THE COLLETTE MANUFACTURING COMPANY, AMSTERDAM, N. Y.

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THE ONLY SCREW HOLES IN THE WORLD



You drive the screw holes with a hammer in any material.

The screw holes are made for wood screws or machine screws to fit all sizes of screws. The head is removed and you leave a permanent screw hole.

The Stine Screw Holes Co.

Manufacturers
WATERBURY, CONN., U. S. A.
Department 46

ONCE A SCREW HOLE, ALWAYS A SCREW HOLE

THE BIGGEST LITTLE THING IN THE WORLD

Some of the Reasons Why Screw Holes Will Be Bought and Used and Not Become Dead Stock for Anyone

1—They can be used without damage to receiving material.
2—They enable you to standardize to wood or machine screws in all material.
3—They are made of brass and will not rust under atmospheric or moisture conditions.
4—ECONOMY—They save more time value than the holes cost.
5—You get them for nothing and are paid for using them when you count time saved.
6—Screw holes have been needed ever since the first screw was used.
7—Special tools are NOT needed in using them in any material.
8—They can be used in any place a screw can be used.
9—By using screw holes, screws can be used in many places, and in many materials where it is impossible to use screws without them.
10—These are the only ready-made screw holes in the world.
11—No special screws are needed. These screw holes fit any wood screw or machine screw now in stock.
12—They make the neatest possible job in any material.
13—Every store where screws are sold must carry them in stock, because the line of screws is not complete without screw holes for them.
14—Every shop and factory where screws are used must also have these screw holes to fit the screws.
15—They are endorsed by all dealers in screws and by all users of screws.
16—Screw holes are entirely new and the world supply is yet to be furnished.
17—This is a progressive Old World of ours, and every active person in it must adopt all improved methods, and all new articles that will help him keep in the front line of progress.
18—Be among the first to stock up in screw holes if you are a dealer in screws.
19—Be among the first to install screw holes in your shop or factory, as you begin to save money soon as you use them.
20—In spite of the high cost of brass, screw holes are yet cheap.
21—We are letting the world know that screw holes can now be secured, by means of extensive advertising in all the principal Trade Journals that have the largest circulation among dealers in screws as well as users of screws.
22—Do not let your customer ask you for screw holes before you have them in stock. BE A LIVE WIRE.
23—They make everlasting holes in any material.
24—They mean "Plug-No-More" screw holes.
25—They are the result of Necessity being The Mother of Invention.
26—Anyone who can drive a nail can use screw holes.
27—Send for a sample and convince yourself.
28—Mechanics who see them say, "What do you think of that?"
29—In fact there are NO REASONS why screw holes should NOT be used.

Each of these reasons are enough to sell Screw Holes. There are many other reasons.

Write at once for our handsome **Color Card** showing screw holes in various materials which will be sent on request, together with samples and price list.

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"We've Done Everything But Passing It Over the Counter—"

Don't waste time on articles which are yet to be proven "live ones" and not "shelf warmers."

Take Clover Lawn Mower Sharpening Compound, for instance. Although introduced late last season, it made an INSTANT and UNQUALIFIED HIT!

Beginning in January, we're going to tell the story of Clover to millions of people through the big weeklies and monthly magazines.

We're going to enlist thousands of boys as members of Mike Clover's Klean Kut Klub. Hundreds belong now and we taught them to earn good money sharpening lawn mowers last summer. Think of the coming demand for Clover by these boys alone.

The Clover story is as simple as it is convincing. With Clover, it is possible to sharpen a lawn mower for 5c. to do it without taking mower apart and in the space of a few minutes. And the mower is sharper than were the job done by a mechanic at a cost of a dollar or two.

Now, for YOUR end of it! We've put 12 cans of Clover Lawn Mower Sharpening Compound in a neat lock-cornered wooden box. Around each can is wrapped full illustrated directions. We've included a package of sales helps and the neatest counter display (in colors) you've seen for many a moon. (See cut.)

You'll agree with us that "we've done everything for you but passing Clover over the counter."



Do These Things, Today!

Send for samples. Send for a supply of envelope circulars for your Spring drive. Send for cuts for your newspaper advertising and for use in your store paper and catalog. Get set and ready for the big business our National Advertising is sure to bring you.

IMPORTANT TO JOBBERS

Attractive Cuts and Convincing Reading Matter for YOUR CATALOG

We will supply you with a set of cuts showing how Clover is used, also with a cut of the can of Clover shown above. With these cuts, we will send you copy that is fully descriptive and of demonstrated pulling power.

ACT AT ONCE! BE PREPARED!

Write immediately for these cuts and samples of Clover. Convince yourself of Clover's great worth

THEN LIST IT IN YOUR CATALOG

Clover Manufacturing Company

Main Street, Norwalk, Conn.

SAN FRANCISCO BRANCH, HOWARD ST.

Makers of the Famous Clover Grinding and Lapping Compounds—Nationally Advertised—Internationally Known—The Acknowledged Leader—3,000,000 Cans Sold in 1918.

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Genuine "Acme" Fry Pans and Spiders

Cost no more than imitation or inferior articles



But they Build Up Your Trade and Satisfy Your Customers

Insist on the

Genuine Acme

if you want ware of uniform and highest quality

Examine Samples of This Ware and prove it for yourselves



Sold by all First-Class Jobbers throughout the West

ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES

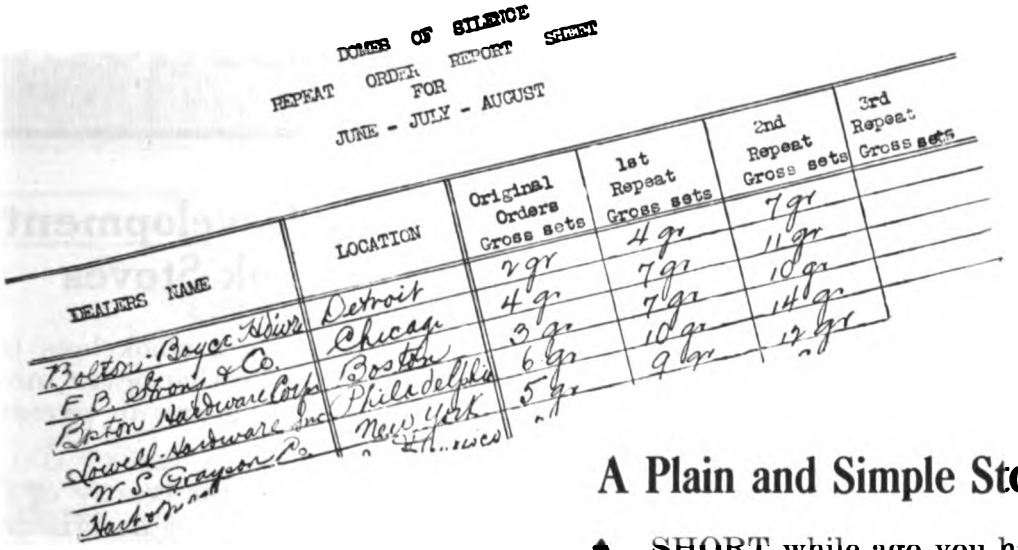
LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company

BROOKLYN, NEW YORK

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What Do Your Records Show?


DOMES OF SILENCE SHEET

REPEAT ORDER REPORT FOR

JUNE - JULY - AUGUST

DEALERS NAME	LOCATION	Original Orders Gross sets	1st Repeat Gross sets	2nd Repeat Gross sets	3rd Repeat Gross sets
Bolton-Boyce Hdwe.	Detroit	2 gr	4 gr	7 gr	
F.B. Strong & Co.	Chicago	4 gr	7 gr	11 gr	
Boston Hardware Corp.	Boston	3 gr	7 gr	10 gr	
Lowell-Hardware Inc.	Philadelphia	6 gr	10 gr	14 gr	
W.S. Grayson Co.	New York	5 gr	9 gr	12 gr	

A Plain and Simple Story

A SHORT while ago you had the loose slides—of different shapes and styles—and varied quality—you dumped them on your counter and left them to chance to close the deal. Your sales ran along a low general average—so low that it was hardly worth while to carry that line.

Now we are giving you a different proposition entirely. We are giving you uniform slides of superior quality—Domes of Silence—



We have put up Domes of Silence in handsome colored display boxes to make them an attraction on your counter. Your sales turnover ought to equal that of the stores indicated above on our facsimile order sheet. The package will do that for you.

We suggest for a start: special assortment A1, consisting of ½ gross sets each of best selling sizes—⅞ in., ¾ in., ⅝ in. and ½ in.

The leading jobbers have Domes of Silence. Order today. If your jobber has not got them—write us giving his name and address.

HENRY W. PEABODY & CO.,
17 State Street New York City

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Announcing a Nesco SENSATION

A Startling Development In Oil Cook Stoves

At last!—a new principle of burner operation assuring a smokeless blue flame always; a non-burnable wick—the "Rockweave"—that never moves out of its proper position—an end to rusting, sticking gears, air pressure pumps, burned-out wicks and other nuisances.

To these features, which account for its efficiency, add the beauty of line and sturdiness of construction gained by straight, strong leg design—and behold a modern cooking wonder—the

NESCO PERFECT

It is worth looking into. Investigation will deepen your interest and convince you that the new "Nesco Perfect" is all that its name implies—the last word in Oil Stove efficiency.



Your customers will want to know about it—be prepared. Write us today for illustrated circular. Please mention this advertisement.

National Enameling & Stamping Co.

St. Louis, Granite City, Ill., New York, Milwaukee, Baltimore, Chicago.

"Safe To Be Burned When Your Back is Turned"

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Hardware World

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Volume XIV NOVEMBER :: 1919 Number 10

Getting All You Produce

Remember All Who Helped Through Previous Processes and Labor

AMONG the banners of the unemployed in New York when they came in collision with the police was one reading: "We Want All We Produce."

There is a common impression among Socialistic workmen, encouraged by some of the new-fangled college professors that the weaver produces all the cloth that comes off the loom he tends, and he is robbed if his wages are only a part of the value of the cloth. But he is only one of a long line of producers, each of whom has to get some of the money for which that cloth is sold.

There was a farmer who grew the raw fiber. There was a railroad that transported the fiber. There was a long list of workmen who did various things in the preparation of that fiber. It took several classes of men to convert that fiber into yarn. Some men dug the coal and a railroad hauled it.

It took a good many men considerable time to build the loom, and the engine, and the mill, and all of them have got to be paid. The men who have paid all these previous classes of workers may reimburse themselves out of a part of the proceeds of the bolt of cloth without committing any robbery. What are the dividends but the reimbursement of the people who have paid the miners and mechanics and builders for their work before the cloth was sold?

The report of the controller of the currency shows that the average return on all the shares and bonds of all the corporations in the United States was 4.3 per cent. That does not look unreasonable. It isn't very much more than savings bank interest. Besides there are few bonds that do not pay 4.5 per cent or more, so that the average return on the shares, which represent the ownership of the mills and factories, would be less than 4.3 per cent.

What does a man produce? Well, put a man with only his bare hands upon a spot of earth, or in a mine hole, or by the side of a stream, and how much will he produce?

What are the chances that he will not starve to death before he can produce anything? Give him tools, and "grub stake" him, in mining lingo, or support him until he has produced something and it has been marketed, and the produce of other men has been given him and they have got to be paid for their produce in some way.

The man in question can't have all he produces without defrauding the men who produced the tools and food which he used during the time he was getting his product made or extracted.

LINCOLN ON PROPERTY

Property is the fruit of labor; property is desirable; is a positive good in the world. That some should be rich shows that others may become rich, and hence is just encouragement to industry and enterprise. Let not him who is houseless pull down the house of another, but let him work diligently and build one for himself, thus by example assuring that his own shall be safe from violence when built.—Abraham Lincoln.

It isn't so bad to be dubbed "a nut" providing you haven't stuck around in one spot or on one idea so long that you have begun to decay. There are many types of human beings that are of much less account, less interesting, than a good, sound nut.

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Remember the week day, to keep it busy.

The man who is careful in the right way is sure to grow rich.

Troubles that may come next month will probably be as far off then as they are now.

A high-price store may fail. A low price store may fail. But a two-price store is bound to fail.

"A live wire. Everyone wants to make contact with it, but seldom, if ever, does it get stepped on."

Encourage the increase of skill and knowledge among your employes by paying them accordingly.

The recipe for perpetual ignorance is to be satisfied with our own conclusions and content with our knowledge.

Too many stores are run for the accommodation of the salespeople and the proprietor, instead of being run for the accommodation of the customer.

The human race is divided into two classes: Those who go ahead and do something, and those who sit and ask: "Why wasn't it done the other way?"

Don't be so "all-fired" attentive to the new customer that you let old Mrs. Smith, who has dealt with you for eight years, walk out on you for lack of attention.

It has been learned that there are three great factors in salesmanship—the salesman, the customer and the article to be sold, but the greatest of these is the salesman.

Is it good judgment for a man to be satisfied to have a customer spend 10 cents in his store, and a dollar in the store just around the corner, when he could just as well have it all by rendering the proper service?

All retail concerns are anxious to increase their business without increasing their expense. Of course this can only be accomplished by getting more business, and there are only two ways to get more business. One is to get new business out of new customers, and the other is more business out of the old customers. The success of either depends almost entirely upon the caliber of the men behind the counter.

IN WHICH CLASS WILL YOU BE?

Every year the youth of the country hitches up its brain and brawn and is drawn out of the home farmyard to travel the road to success. What becomes of them?

The statistician has stripped the cloak of mystery from their future by furnishing exact information as to what has happened to ambitious youth in the past. Twenty-five years has been fixed as the age at which a man settles down seriously to the business of life. Each year statisticians delving into various lines of research take 100 young men of full mentality and physical vigor and follow their progress through life.

Thirty years later four only are wealthy, 46 are still able to support themselves from day to day but have nothing beyond the daily wage, and 30 are dependent on charity. At the age of 65, four are wealthy, 54 are dependent, and only six are able to pay their way, and when all are gathered to their fathers but five leave enough for actual burial expenses.

It is obvious that at some portion of their lifetime far more than five of these 100 men had a foothold on the ladder of financial independence.

Why did they not hold onto their gains?

These strong men who fought free from other destructive habits at some point let waste control their efforts. They spent too great a portion of their income, and when fate demanded a reserve fund to tide them over emergency, they went down. Driven by the frenzy of waste they took short cuts and put their savings into uncertain ventures which promised great returns but which led only to loss. They did not get a dollar's worth for the dollar they spent, whether it was for healthful pleasure, for necessities, or for investment.

Do these facts mean anything to you?

TRUE NOBILITY

Who does his task from day to day
And meets whatever comes his way,
Believing God has willed it so,
Has found real greatness here below.

Who guards his post, no matter where,
Believing God must need him there,
Although but lowly toil it be,
Has risen to nobility.

For great and low there's but one test:
'Tis that each man shall do his best.
Who works with all the strength he can
Shall never die in debt to man.

—From A Heap o' Livin', by Edgar A. Guest.

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WOODEN BOXES FOR EXPRESS SHIPMENTS OVER 25 POUNDS

Preparations are being made to put the new express packing rules into effect on December 10, the date authorized by the United States Railroad Administration, which recently approved the new requirements. This is regarded by express traffic officials as one of the most promising steps taken to safeguard merchandise in transit by express since the unification of the various lines into the American Railway Express Company, which is agent of the government in handling the express business of the entire country.

The new rules were put into effect to induce shippers to turn their business over to the carrier so that it can, with reasonable care on the part of the express company, be handled properly. The rules will not permit the use of paper wrapping for packages over 25 pounds, nor of ordinary paper boxes, wrapped or unwrapped, when the weight of the contents is over that limit. For shipments over 25 pounds, wooden containers, or fiberboard, pulpboard or corrugated strawboard containers of specified test strengths are required.

This standardization of express rules will place the express service on the same basis as freight, so far as the character of the cartons used is concerned. In fact, the new express rules were modelled on those of the railroads and require the same kind of containers, except that in the express service a wider latitude is permitted in the size of the carton used. The new regulations are embodied in Supplement No. 5, to Express Classification No. 26, copies of which may be secured at any express office.

O, YOU SALESMAN—

Tact is courtesy.

The customer tactfully dealt with is a profitable customer.

It is not advisable to lie to a customer, but it is well to lay to him.

What the customer thinks is not always what you think he thinks. Think it over.

It is better to wear a pink necktie with a yellow shirt than to wear a bored look.

And do not forget that the eyes speak more eloquently than the lips.

There may be now and then a salesman who can chew tobacco while on the job and get away with it, but the chances are a hundred to one that you are not that salesman.

A word of a single letter has been known to upset an argument.

Once there was a salesman who lost a thousand dollar sale because he asked the customer why he did not try something or other for the wart on his chin.

RETAIL MERCHANT ALWAYS IMPORTANT TRADE FACTOR

Digging in the ruins of an old Egyptian city recently, workmen unearthed a tablet on which some long haired, discontented son of Rameses had carved hieroglyphics to express his wail against the iniquity of the retail dealer, and to propose a better way of distributing goods in order to reduce the high cost of living.

He may or may not have "had a kick coming." The methods that retail dealers used in that dim past are not known. But the point we wish to make is that in every period of economic unrest since Demand and Supply gave birth to Trade, numerous attempts have been made to put the whiskers of goathood on the retail dealer.

In spite of all the age-long attacks, however, the retail dealer is now more firmly fixed than ever in the economic system.

He is still the main factor in getting Demand and Supply together, educating and developing them both and making them serve each other.

He has the advantage of location, the advantage of personal contact, the advantage of the very necessity of building his business on community good will.

So long as he keeps on serving himself by taking the right advantage of his superior opportunity to serve the people, he will need no other justification.

CENSUS VALUES WON'T AFFECT TAXES

The facts and figures gathered by the enumerators, supervisors and special agents of the fourteenth decennial census will have absolutely nothing to do with valuation of property for taxation purposes, such is the emphatic statement of Director of the Census Sam L. Rogers in speaking of the forthcoming 1920 enumeration.

The act of congress which, under the constitution; provides for the taking of the fourteenth decennial census makes it unlawful for any enumerator, special agent, supervisor or other employee of the census bureau to divulge any information whatsoever concerning the census returns. A heavy fine and possible imprisonment, or both, is the penalty prescribed for violation of this provision of the law.

Actual work by the enumerator in the various census districts will begin on January 2, 1920. It is expected that the population statistics of all cities and towns will be gathered in approximately two weeks. Final figures for rural districts, however, can hardly be gathered in less than a month.

Given a fair location, good goods which are in demand, and enough advertising and any man can succeed in business.

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NEW FACTS ABOUT THE RAILROAD SITUATION

A. B. Garretson, formerly the chief of the Order of Railway Conductors, made a sensational statement in the course of his evidence before the Committee on Interstate and Foreign Commerce, recently. Mr. Garretson explained that his mouth was closed so long as he occupied an official position. He is now free, and he hastens to defend the railroad organizations from a charge unjustly directed against them.

Says President Urged Them to Make Demands on Congress

The four railroad brotherhoods, says Mr. Garretson, would never have made a demand on Congress for the Adamson law except at the request of President Wilson, who was then a candidate for re-election.

They were forced into Congress unwillingly, and it was "only the influence and power and request of the President of the United States ever got us there. We went there in spite of our own desire to settle a question by our own methods. No living representative or senator ever heard a demand from a representative of one of the brotherhoods as to what he should do. No coercion was used on any member of Congress. I challenge any to question the correctness of this statement."

Now here is a matter on which we ought to be further informed. Mr. Garretson complains that the brotherhoods and himself were pilloried from the Atlantic to the Pacific for compelling the President and Congress to do certain things, whereas it was the President who compelled them to do certain things, and things that they did not wish to do.

Says the President Compelled Them to Make Demands on Congress

It was not upon their initiative that the Adamson law was passed. It was on the initiative of the President, who compelled them to make a demand that actually was not theirs at all and that they advanced with reluctance.

If Mr. Garretson can justify his statement—and he is certainly in a position to know the facts—then the brotherhoods are freed from the imputation that they took the government by the throat during a crisis and that they bent a national emergency to their own ends. But why should the President have incited them to make an appeal to Congress, and an appeal that bore such a striking resemblance to a threat?

Did he believe it better that Congress should handle a matter that would otherwise have been settled by "our own methods"? Or did he wish to sustain his appeal to the country by a sensational bid for the votes of railroad men on the ground that he had persuaded Congress to satisfy their demands? In other words, did he create a crisis with its incalculable dangers in order that he might be the benefactor and the pacificator? It is hard to believe.

However that may be, the recent demands of the railroad men are the direct and logical result of the Adamson law. Congress showed itself to be malleable, and it was inevitable that a pressure once successfully applied should be repeated.

It has been repeated, and we need not doubt that it will be repeated again and again. There is no finality in such matters as this, but it is obvious that there must be a finality to the policy of surrender.

Either we must admit that the nation exists for the benefit of the railroad men and that the chief object of the citizen's life is to earn money for railroad wages or some middle course must be found that shall be equitable to all. It is not only railroad men who are suffering from the high cost of living. We are all suffering from it and the solicitude of the government is due to all alike. We learn now that large numbers of railroad men are unwilling to accept the modified advance offered by the President while waiting to see if prices are to move upward or downward.

If they should decide to refuse the offer, then a dangerous situation will be created. The authorities have expressed their determination to keep the trains moving at all costs and to maintain the efficiency of the roads. But will they do it? Will they use the powers that they have? Will they live up to their declaration that they will consider any concerted act to interfere with the roads as a criminal conspiracy? They are brave words, but then we have had brave words so often.—Argonaut.

THE PAST WARNS

The control of such a complicated mass of business (state owned railroads) and superintending all the financial concerns of this vast system would indeed form a nucleus around which would gather a horde of greedy, half-starved political hacks whose sole aim would be self-aggrandizement—in whose midst, corruption, intrigue and deception would riot with unlimited freedom.

It is a well established fact that cannot be contraverted that a government can never compete either with honor or profit with individual enterprise. The state must employ more, many more, agents, with higher salaries, with more restricted powers, governed as it were by the square and rule . . . consequently unable to conform to every varying circumstances, with no personal interest in the object of the agency, and utterly wanting in the strongest possible motive, that of self-interest, to curtail expenses and insure strict economy.

—From reports of the Senate and House of Michigan, written in 1842 and 1846.

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WHAT IS YOUR EXPERIENCE IN MAINTAINING RESALE PRICES

With the handing down of the Colgate decision, and its acceptance in commercial affairs in the United States, a new light is thrown on an old situation.

This decision of the Supreme Court in the Colgate case unanimously upheld "the long recognized right of a trader or manufacturer engaged in an entirely private business, freely to exercise his own independent discretion as to the parties with whom he will deal," and added, "and, of course, he may announce in advance the circumstances under which he will refuse to sell," to quote the words of Mr. Justice Reynolds. Our highest court held in that case that the conduct here challenged is not violative of the Sherman act.

In view of such a decision necessarily the question is presented to the manufacturer, the jobber and the retail dealer, how effective and how helpful may such an established resale price be.

It must be recognized from the start that this is a problem on the hands of these three tradesmen, for neither the maker nor the dealer can handle the problem alone.

The manufacturer must make the price, with a keen appreciation of trade conditions and the retail market. The dealer must maintain the price in close co-operation with the manufacturer. Between the two the jobber must appreciate the problem of both parties, respect their interests and work for the benefit of both.

Only with such mutual co-operation can fair resale prices be maintained with a consequent benefit to the three parties to the transaction.

One of the good friends of the HARDWARE WORLD among the wide-awake and well-posted merchants of the West has called our attention to a letter which a large American manufacturer of trade-marked household goods has recently issued to its trade.

We quote from the letter as follows:

"In view of the very general distribution which we now have, and the fact that it is desirable to protect the interests of our legitimate dealers everywhere, it is quite necessary that we urge upon our dealers the importance of their refusal to resell to other dealers without first taking the matter up with our sales organizations, or direct with us here.

"Only in this way can your interests and the interests of our other dealers be properly protected, and we kindly urge your co-operation along these lines."

It is well pointed out by our correspondent that disregard of agencies and established prices goes hand in hand with piracy, dishonesty and falsehood.

Some "cut price" dealers who class themselves as "retail jobbers" and "wholesale dealers" are the shoals on the fair stream of trade, and it is for the legitimate jobber and the legitimate retailer to combine and remove these pirates from their fair course.

Case of Beechnut Company

During the past month our attention has been called to the case now pending between the Beechnut Packing Company and the Federal Trade Commission before the United States Circuit Court of Appeals.

The commission recently issued an order that the company cease and desist from suggesting resale prices, alleging that such conduct constitutes an unfair method of competition in violation of section 5 of the Federal Trade Commission Act.

The importance of this case consists in the fact that the single question involved is this: Has the company violated section 5 of the Federal Trade Commission Act, prohibiting the unfair use of unfair commerce in interstate trade, by reason of the suggesting of fair resale prices and refusal to sell to dealers who fail to observe such prices?

All that the company has done is to decline to sell to dealers who did not observe the fair and reasonable prices suggested by it, to exercise its constitutional right to select its own customers.

The company is convinced that the mere refusal to sell to dealers who do not observe the fair and reasonable resale prices suggested by it is a conduct that is economically sound and fair and is entirely lawful and is in the interest of all concerned.

What Are Your Own Views?

The HARDWARE WORLD will be interested in receiving views from its readers among western merchants, or from its manufacturing friends on this subject of agency relation, and obligation between retailers, jobbers and manufacturers.

What property rights are there in dealer agencies? What has been your success in maintaining a resale price? What proportion of the trade can be counted on to co-operate along these lines? How strong is the force of the illegitimate trade?

THOSE WHO SUFFERED MOST MUST PAY GREATEST

"The one thing Frenchmen know is that the peace negotiations will leave us—every man, woman and child of us—paying $120 a head in taxes, while Germans, with all their reparations, are to pay only $60 a head. And Americans accuse Mr. Clemenceau of imposing on Germans a burden so difficult that they can reasonably be expected not to pay at all. How France is going to pay does not seem to stir them."

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Enthusing a Sales Force

HOW shall the executive tap the Spring of Enthusiasm to get the best results from his men?

One answer is: make their work a game and teach them to play it for the sake of the contest. Infect them with the joy of doing a good job. Instill in them that spirit which makes a man put forth his entire strength so that he will be a winner in a race of achievement.

But make the contest a fair one so that jealousies and mean rivalry will be avoided and the best in a man will be brought out.

Making It a Game

Larger business houses of America acting on this principle have gone to great lengths to foster the game spirit among their men—especially among salesmen. They set a goal which any man who tries may reach, a goal not too easy for the strong man and not too hard for the weak man.

Then they arouse the competitive spirit, taking great care to even the chances so that every man will have a chance to develop his ability and to partake of the sport. Finally, they offer honors and rewards to the leaders as visible evidence that the game is not one sided and that the house is willing to divide with them the profits from increased business.

Practical for Any Concern

Valuable as the method is of stimulating salesmen, both wholesale and retail to renewed effort, the plan has been reluctantly neglected by many smaller concerns because of the difficulty of keeping it up. It is hard to arrive at a fair basis; the cost of keeping up the system has been thought to be excessive; the shortage of labor has been a contributing factor; and it is difficult to find a way to put the affair on a business footing. Such objections are not unreasonable.

An Indianapolis concern has, however, worked out a simple system which is at once a guide to the manager in discovering the worth of his men and a spur to greater effort to the men who are representing the house in the city and on the road.

The plan used is simple, easy to keep up and for smaller concerns quite as effective as the charts, graphs and similar elaborate records used by some houses to put their men on their mettle. This method is an adaption of the percentage system and lends itself to an infinite variety of interesting contests.

The form used to record results is shown here. It is divided into two parts, one for the sales manager and the other for the men, the perforated line marking the division. The standing of the salesmen whose names were written on the form was determined by this simple process:

Salesmen's Rating

The names of all the men to be graded were written in the Name column of the Salesmen's Report section. Next the amount of their sales for the month was entered in the Sales column and the amount of salary earned posted from the pay roll in the Salary column. As the third step, the amount of salary earned by each man was divided by his sales to find his percentage. The figures were entered after each man's name in the Percent column.

Finally each man's standing was determined by comparing the various percentages. The salesman who showed the lowest percentage was graded No. 1 and others were ranged accordingly. Then their names were written in the Standing column of the Salesmen's Report section. When this simple task was completed the names and the rank of each salesman were written in the Salesmen's Standing section. This section may be detached and posted where every man may see it or copies may be sent to the men on the road.

For One Line Only

Obviously this record was taken on the sales of one line and certainly it would not do for salesmen selling a large number of lines at varying rates of profit and expense. The principle of percentages on which the form is based may, however, be adopted without change. If the amount of sales of a certain line or lines is not a fair basis, the percentage of selling expense for the month may be the grounds for the contest.

Salesmen may also be graded on the percentage of sales quota filled. The amount of profit made may be a fair way of figuring. Gain over the previous year's business, complaints, canceled orders, bad accounts, new orders, may all be factors on which to base a contest. But no matter what variation ingenuity suggests, the simple little form which has been illustrated will go far in telling the busy manager or proprietor little and big truths about the ability of his men.

Suitable for Retail Stores

The plan is suitable for retail stores as well as for wholesalers, and if the store is too large a unit, it may be kept by departments. In the shop the basis may be the output of the worker. In short, the record, with but slight modification may be adopted to almost any line of business.

In all cases the use of the simple and inexpensive system will speed up sales or whip up production as the case may be. When it is

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SALESMENS' REPORT

DEPARTMENT _____ August 1918

SALESMENS' STANDING

WEEK OF August 5th

NAME	SALES	SALARY	%	STANDING	NAME	STANDING
L. M. Clark	641.—	125 00	19.50	7	T. S. Williams	1
C. C. Wilson	891.—	100 00	11.20	2	C. C. Wilson	2
R. T. Brown	420—	75 00	17.86	6	F. L. Wolf	3
N. N. Adams	679—	90 00	13.25	4	N. N. Adams	4
A. T. Madison	341—	100 00	29.33	8	R. N. Finley	5
F. L. Wolf	1180—	150 00	12.71	3	R. T. Brown	6
R. N. Finley	590—	100 00	16.95	5	L. M. Clark	7
T. S. Williams	973—	85 00	8.74	1	A. T. Madison	8

This form of a salesman's report can be used to advantage by every merchant as showing the sales value of each employe.

used, there need be no guessing on the part of an employee as to how he stands with the boss.

The man who wants a raise or who needs one, knows that the best way to get more money is to work to the top of the list and to stay there. The man at the bottom of the list will certainly make Herculean efforts to attain a higher standing because he'll know that his job is in jeopardy. He'll be spurred in his efforts by the certainty that the man next above him will leave no stone unturned to advance or at least to hold his old grade. The same situation holds at the top of the list. Number 1 will scratch hard to hold his position while Number 2 will do his best to displace him.

In this way the executive may bring system into his work and enthusiasm to his men. By his organization working precisely and accurately he can secure the fullest returns from dollars invested in his working force.

The man who systematizes his office work well knows the time and money they save, the losses they prevent and the mistakes they eliminate.

THE EDITOR'S GUESS

A leading citizen in a small town was suddenly stricken with appendicitis and an operation became necessary. The editor of the local paper heard of it and printed this note about it: "Our esteemed fellow citizen, James L. Brown, will go to the hospital tomorrow to be operated upon for the removal of his appendix by Doctor Jones. He will leave a wife and two children."

EFFICIENT SALESMANSHIP

The question has often been asked, "What is an efficient salesman?" and the best answer yet reported is: "An efficient salesman is an Irishman that buys something from a Jew and sells it to a Scotchman at a profit."

YOU GET FROM LIFE AS YOU GIVE

Life is a bank; we open an account at the moment of our birth. The bank is scrupulously just; it pays us interest on all our savings, but it knows no false generosity. It never sends us a false statement; it never permits us to overdraw our account. Our capital is safe; the bank can't break, for its assets and funds are secured by eternity. Sometimes you hear men and women say that their lives are bankrupt; if that be true, it means that they have either lived on their capital or have never saved.

It does not mean and can never mean that eternity has defaulted and that the bank of life has put up its shutters. What we have brought to life, whether it be the gilt-edged securities of sacrifice or the unredeemable trash of passion, is always in the vaults of life for us to draw against until it is exhausted. There's an old saying, "God doesn't pay debt with money"—not with money, perhaps; but he never fails to pay his debts. So, if you don't know how to answer the question, "What are you getting out of life" there's another question which will give you your answer, "What have you given to life?" For what you have given to life is what you are getting out of life with interest; and if what you are getting out of life makes you discontented, there is only one remedy—give to life more wisely and more lavishly.

—Lieut. Coningsby Dawson, in McClure's

Tackle the work just in front of you. Strive in an honest way to do the best you can, and if, having done your best, there seems to appear the hand of some overruling power which hammers you, take it like a good piece of steel and come right off the anvil with a better temper and a keener edge.

America is another name for opportunity.

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Riot of Extravagance in Washington Must Be Halted by American Business Men

(From the Manufacturers Record)

IN THE last two years the business man and manufacturer has had it hammered into his head that government is something more than a mere aggregation of officeholders, concentrated in Washington and interfering more than seemed necessary with the functioning of trade.

He has learned that government is an agency that can reach down into his pocket and take what is there, and he has learned also that government is a machine which can set his labor on edge, deprive it of its efficiency and even be utilized by hair-brained persons to take the entire "in" out of business.

Washington now means something to every business man, but does it mean enough?

Mr. Good is the chairman of the powerful Appropriations Committee of the House. There bills originate which have to do with expenditures. Previous chairmen, if they have measured up to their duties, have been known as the watchdogs of the treasury.

Mr. Good is a watchdog, so good a one that he has lopped more than a billion dollars off appropriations which were passed by the House during the last days of the last session and only failed of final enactment because of the filibuster in the Senate.

He did that, but his pruning-knife might have been dulled into nothingness before he could have cut out all the unnecessary items. For the fact remains that expenditures have already been authorized for the fiscal year ending June 30 next in the sum of approximately $11,000,000,000. Yet the maximum estimated revenue, with all the heavy imposts on incomes of all kinds is less than $8,000,000,000.

To be exact, the Government is committed to expenditures of $10,831,201,585, and the total revenues are estimated at $7,239,920,240. That indicates a deficit of $3,591,281,345, or more than $3,500,000,000, for a fiscal year beginning seven months after the signing of the armistice and not covering the period during which most of the troops were returned from abroad.

The deficit alone would have been sufficient to administer the entire Government for three years at the time Mr. Wilson took office. The cost of government for the ensuing year will equal the cost of government for the ten years preceding the election of Mr. Wilson.

Now Costs $30,000,000 a Day

When government was costing two millions a day, Senator Aldrich estimated one million of it was absolute waste. But government now costs thirty millions a day, or one and one-quarter millions an hour. How much of it is waste?

Something of a crushing load on business, most men would say, since business pays the bulk of the taxes; but so far as is known, not one single protest against Government extravagance, from any responsible quarter, has reached Congress. Would it not be a wise thing for the business man to pay more attention to what is going on?

Attitude Now Is None of Your Business

Take, for instance, Secretary Baker. A House committee wanted to know from him why American troops were being kept in Siberia, and under what authority. "That's all bunk," declared Representative Fuller, after the Secretary had given a number of reasons. "Why not tell us the real reason?" Mr. Baker did not answer that, but he undertook to say that it was none of the business of Congress to know where the troops were. The President could send them anywhere he pleased! Yet, in other days, when the Constitution was the law of the land and obeyed even by executive officers, it used to be thought that American troops could not be sent to fight foreign nations unless Congress first declared war against those nations.

How many millions is the Siberian expedition costing, and how long would it continue to cost anything if the business men of America knew what was going on in Washington?

Bunk! The Sole Asset of Incompetents Who Throng the Halls of Government

There have been some millions of dollars' worth of motor cars lying exposed to the weather, uncovered, at Camp Holabird. A correspondent phoned to the Colonel, in the War Department, who had testified the day before that arrangements were being made to dispose of these cars. "How are you going to dispose of them?" asked the correspondent. "Will you advertise them for sale? Will you give the public a chance to buy them?" "Yes," was the answer. "The Motor Transport Corps is arranging the sale, and will soon make an announcement. But I forbid you to publish a single word about it." "Why?" "Oh, lots of people would be writing in to get information, and we're tired of answering letters."

Tired of answering letters from the public which rushed to subscribe for loans and put up the money! Tired of answering letters which the public's money paid clerks in unheard-of number to answer!

"Yes," continued the Colonel, "I forbid you to publish anything. I'll watch your paper, and if you do, you'll never get another line of information from this office."

Needless to say, the correspondent did publish the meager information he had been able to get. Not all of the newswriters have been browbeaten into megaphones.

Maybe Washington will learn in time that the disposal of millions of dollars' worth of public supplies is the business of the public. Washington has the wrong idea because business men never protest.

Business Men Seldom Protest

Some two hundred girls sat for weeks with nothing to do in one government department. Not having been taught that this represented government in its ideal form, they protested to members of Congress that they would like to do something for the money they were getting.

A Congressional committee asked the department for an explanation. It was forthcoming. The girls would be needed all right, in time, but so far it had been impossible to secure dictators to dictate letters to them. Some one suggested that it might have been a wise thing to get the dictators first, but the remark was considered out of place. It must have been made by some new member of the House.

A Senator having occasion to do some business with a new governmental agency, on behalf of which, in order to get more money for it, the President vetoed a highly important appropriation bill and sent it back to be passed all over again, could not get waited on. He found that all of the negro porters were out in the courtyard shooting craps. He made an investigation and found that shooting craps was what these negroes were doing most of the time during working hours. A protest in the Senate stopped the crap-shooting in that particular office. In other departments there are so many negro messengers and porters that it would greatly facilitate business if

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half of them could be persuaded to leave their mahogany desks and go out on the green to play.

Congressman Echols of West Virginia, in vainly attempting to describe the riot of extravagance and waste at Nitro, in his State, said that on a recent visit to that place he found the Government spending a quarter of a million dollars a month furnishing automobiles to scores of employes and paying hundreds of clerks, stenographers and typists extravagant salaries for sitting around and looking at one another.

More than 2100 employes were loafing there and drawing fat salaries from the Government while $10,000,000 worth of cotton was lying out in the fields exposed to the weather, 30,000 tons of sulphur piled on the ground beside the railroad tracks, thousands of feet of lumber and hundreds of trucks, automobiles, wagons and dump carts scattered around the place going to wreck and ruin with no effort on the part of the Government to save them and to dispose of them. And yet this whole plant is idle and is for sale.

But that was not all, says Mr. Echols, for he learned that great quantities of lumber, copper wire, nails, iron, steel rails and hogsheads of dishes were destroyed or burned at Nitro.

Mr. Echols, moreover, said that $107,000,000 was squandered in building the town of Nitro, though press dispatches had given the amount as but little more than half of that.

You Should Take An Interest

A little business efficiency, a little watching of expenditures by business men, might cut the taxes very considerably, Mr. Manufacturer. You could not make a better investment than by taking an interest in government.

Some millions of men have been buried and the Hun Colossus hacked to his doom since the oil leasing bill came before Congress. It has been debated until the mere record of the hearings would fill a library. There is not a single point connected with it that has not been gone over by experts and would-be experts until it is worn dull. But it is not a law yet. The passage of that bill, by opening up on terms advantageous to the Government, thousands of acres of potential oil-bearing lands now yielding nothing, might materially reduce the price of every gallon of gasoline sold in the country by increasing production, and might, had it been enacted six years ago, have been a vital force in the winning of the war. Oil is power and power is civilization, industry, prosperity.

Would the oil leasing bill have remained unpassed so long had business men demanded its enactment? Not a bit of it. But the oil men were the only ones who took an interest, and they were accused of trying to slip something over on the Government.

For months the protagonists of unrest have flitted about the country by day and by night, inciting to riot and destruction. They have drifted into the Northwest from Russia, and they have piled into the Atlantic ports from England and the Continent.

Spreading European Plague in America

Men who go to Molokai to save the lepers do not cure the lepers; they become lepers. While men who boast of their vision offer this nation as the wet nurse for Europe, dreaming a great dream of "sacrifice without cost," a pouring out of American effort to rescue foreign lands from the torments of industrial disease, these same foreign lands pour into American ports the living bearers of that disease. They spread the plague. They want American help, but more than that, they want to reduce America industrially to the same helpless condition to which they are themselves reduced. They want to make America helpless, too. That is their internationalism, and that is their covenant. They want America to be an industrial leper also.

Congress has known these things for months. For months it has seen the deadly viper of destruction creeping about the land. It has sat and watched, watched and sat, for the poison of watchful waiting seems to have fastened itself on one end of the capital as tightly as on the other.

Would Congress have dilly-dallied like this if business men had demanded action? Not a bit of it, but the political cowards on the hill were confident that business was cowardly also. "If business is not afraid, why doesn't it give us the cue? If business really wanted something done, business would be here demanding action." The capital is full of fiddling Neros.

Radical Organizations Press Bureaus

Yes, it is true that all sorts of radical organizations have press bureaus in Washington, and their officers make a living lambasting business and accusing it of sinister purposes whenever it does say anything. But is the skin of business so tender that it cannot stand criticism? Good government is surely worth fighting for.

The Government in the hands of professional office-holders was all good enough four years ago. But American politics has ceased to be provincial. The citadels of world power have moved to the banks of the Potomac. There are policies to be determined in the far corners of the earth, an error in any one of which may cost the business men of the country billions of dollars in additional taxes.

Men talk of industrial questions and labor problems, but the big thing they have to face is that government, instead of the simple thing the forefathers intended it to be, has become a complex, multi-reaching piece of machinery, the very keystone (to put it in another way) of the whole arch of industry, progress, prosperity and civilization. It must function right or it will tear itself to pieces, dragging down with it courts and all order. The little grafters who once could suck at the treasury without doing material harm have become an absolute menace to even ordinary security. The Government is so big that big men must run it. It was a youth; it has taken on the responsibilities of manhood, gigantic, overwhelming.

The United States Chamber of Commerce is doing good work at the capital. It offers a medium through which business men can speak. But not even to it can business men confide their interests, as if to a paid servant, and consider their duty done.

The business man hereafter, big or little, must take a real personal and even religious interest in the conduct of affairs. He must make himself felt in Washington, and he can do it only by knowing what's what. He can no longer with safety take the League of Nations Covenant and say, "Oh, well, I guess it's all right." He must study it for himself and know whether it is all right. Government by proxy was not ruinous during the first generations of our history, but it will be ruinous hereafter unless the principals see to it that their proxies measure up to the enormous requirements rightly demanded of them.

MISCONSTRUED

"Father," inquired the little brain twister of the family, "when will our little baby brother be able to talk?"

"Oh, when he's about three. Ethel."

"Why can't he talk now, father?"

"He is only a baby yet, Ethel. Babies can't talk."

"Oh, yes, they can, father," insisted Ethel, "for Job could talk when he was a baby."

"Job! What do you mean?"

"Yes," said Ethel. "Nurse was telling us today that it says in the Bible, 'Job cursed the day he was born.'"

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Trade Conditions in the South Pacific

(By A. C. Rulofson)

DURING my recent visit to New Zealand and Australia, very naturally I was interested in those subjects with which I am most familiar. Therefore I spent a great deal of my time wandering around, looking in the show windows of the various hardware stores and also calling upon a few of the principal large retailers, in a social way only.

I am much gratified to report that I found that American hardware was taking the lead—all the stores displaying extensive lines of American builders' hardware and mechanics' tools.

Mechanics Prefer American Tools

In talking to the retailers they informed me that their mechanics had a decided preference for American tools on account of their being lighter, better finished and of superior quality to the corresponding articles formerly imported from Great Britain.

I also found on display long lines of American household utensils, shown side by side with foreign makes, and certainly it is not surprising that the American products were taking the lead. I was much surprised to find American files, screws, bolts, nuts and washers being carried very largely to the exclusion of competing lines made in other countries.

Some retailers expressed dissatisfaction at the policy of their local jobbers—and the retailers (wherever they could do so) were buying direct from American manufacturers. However, in the majority lines the retailer could not purchase in such quantities as would warrant him in making direct connections with the manufacturers. Therefore many of them are sending their orders to commission houses in New York and San Francisco or other American cities.

There is an opportunity for American jobbers to supply this class of trade direct, and I was pleased to meet the representatives of two western jobbing houses, who informed me that they were doing a very satisfactory business. I was also informed that at least one of the large jobbing houses in the northwest is also cultivating that market.

It is no doubt easier to do business in New Zealand and Australia, than it is in other foreign countries, because they are all English speaking people, and their ideas in most cases parallel our own. The most serious handicap toward increasing the volume of business in these two countries is the inadequate shipping facilities.

There are monthly sailings from San Francisco to these foreign countries, and the merchant in Sydney, Auckland or Wellington can reasonably expect to receive his goods within sixty days after mailing his order to San Francisco, whereas it takes twice as long, as a rule, to obtain his goods from New York, Chicago or St. Louis—and while the goods from San Francisco might be a little higher, the prompter service compensates him for the very small difference in price, they realizing that this difference in price is measured by the transcontinental freight rate from the factory to the distributors at San Francisco.



A. C. RULOFSON

The youngest hardware pioneer in the United States. Mr. Rulofson has just returned from an extended trip through Australia, China and Japan. He is known as one of the keenest observers in the hardware fraternity.

Chinese Dealers Handle Java

In Java the hardware trade is almost exclusively in the hands of Chinese department stores, and a great deal of the material that they sell is of the very cheapest quality—a great part of it being of Japanese origin.

American automobile manufacturers have almost a monopoly on the trade in Java, and machines sold are the medium price automobiles, very few Fords—because there are only two classes of people in Java—the poor native and the wealthy class. The native cannot afford a machine and the wealthy class buys the medium class machine, which certainly costs enough after freight and duty have been paid.

Japanese Pirating American Trade Marks

American automobile tires are used very largely and I was informed by one dealer that Japanese manufacturers were manufacturing tires and branding them with American trade marks. I was told these tires were of inferior quality and were not meeting with favor. The same general conditions prevail in the Strait Settlements, hardware business being in the hands of the Chinese.

In both Java and the Strait Settlements, as well as in China and Japan, there are

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enormous quantities of sheet iron, plates, angles, machinery, nails and heavy staple products imported by the American, English, French, German and Japanese houses—these lines being too heavy for the smaller merchants to buy direct.

I was also informed that the large catalog houses of the United States were doing considerable volume of business through the medium of the parcel post.

Shipyards Humming in Japan

The shipyards of Japan were never busier than they are at the present time—every shipyard has its "ways" occupied with hulls in all stages of construction. During my trip I took passage on nine different steamers—one British, one Dutch and the balance Japanese. The Japanese ships compared favorably with any on the Pacific, but the service and food were not everything that could be desired.

On a trip, such as I made, one will find convincing evidence that the United States needs more and more ships, because it is very seldom that one sees "Old Glory" in these foreign waters, the Japanese flag predominating to a very great extent.

A Sure Cure for Discontent

The most interesting thing that I saw on the whole trip of eight months, was the beautiful "Golden Gate," on my return. Without any disparagement of foreign countries, I must say that none of the countries I visited are to be compared with our own "U. S. A." Some of us are disposed to complain about conditions under which we live, but if any disgruntled American wants to be cured, let him take the trip I did, through New Zealand, Australia, Java, Borneo, Strait Settlements, China and Japan. I will venture to say that when he lands on American soil again he will be prepared to sing "Home, Sweet Home," and make a vow that he will never again go abroad "foreign countries for to see," but will conclude to "see America first."

SALESMAN IN FACT IF NOT IN NAME

I went into a drug store recently to make a purchase. It was a good-sized store in an inland town and employs several clerks. The proprietor greeted me cordially as I entered, but he and all the clerks were busy with customers. I was in a hurry, and I presume showed it by frequently looking at my watch. Behind the soda counter was a bright-looking colored boy, who came forward and said, "Can I be of service?" My first thought was to decline his service, but on second thought I said: "Yes, I want to buy some ——." He not only waited upon me satisfactorily, but he sold me several articles by suggesting them to me. Here was a real salesman, handicapped, doubtless, by the color of his skin, but a salesman, nevertheless.

ONLY WAY TO REDUCE COST IS TO INCREASE PRODUCTION

It is said to be first of all a problem of scarcity; and there is no possible way of correcting scarcity except through greater production. Every interference with production, by strike or otherwise, obviously merely aggravates the trouble. When workmen go on strike and cease producing goods, as a protest against the scarcity of goods, they are simply intensifying the condition they protest against. Production is the only possible remedy. Every interference with production makes it more difficult for people of small means to get staple goods.

WHAT IS HOME?

Eight hundred replies came to the question, "What is home?" These answers were written by persons representing all classes of society. They emanated from homes of refinement and wealth, and from those of crudeness and poverty. Seven, which the editor called "gems," were selected and published. These are they:

"Home—A world of strife shut out, a world of love shut in."

"Home—A place where the small are great and the great are small."

"Home—The father's kingdom, the mother's world, and the child's paradise."

"Home—The place where we grumble the most and are treated the best."

"Home—The center of our affection, round which our heart's best wishes twine."

"Home—The place where our stomachs get three square meals daily and our hearts a thousand."

"Home—The only place on earth where the faults and failings of humanity are hidden under the sweet mantle of charity."

"There can be no such thing in the highest sense as a home, unless you own it. There must be an incentive to plant trees, to beautify the grounds, to preserve and improve. It elevates a man to own a home. It gives a certain independence, a force of character, that is obtained in no other way. A man without a home feels like a passenger. There is in such a man a little of the vagrant. Homes make patriots. He who has sat by his own fireside with wife and children, will defend it. When he hears the word country pronounced, he thinks of his home.

"The prosperity and glory of our country depend upon the number of our people who are the owners of homes. Around the fireside cluster the private and the public virtues of our race."

Thinking—right thinking—never injures the brain.

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AMERICANIZATION IN INDUSTRY

"Every foreign born workman speaking English and no man without his first papers by 1921."

This is the aim of one of the large tire companies in its Americanization program. It has long been known and recognized that Americanization is one of the greatest factors in preventing industrial unrest, Bolshevism, unemployment and misunderstanding between employer and employee.

Many large industrial plants are making great efforts to educate alien workmen to understand our language, customs and living conditions—to show them that just as long as they neglect to learn our language, live in clean surroundings and below the American standard of living, just so long will they fail to attain the respect of their American born follow workmen.

One valuable means of absorbing these alien workers is through the factory school, which is more and more attaining the proportions of a university. An elaborate school program is being carried out in which aliens are taught to read, write and speak English.

Workmen are making an honest effort to learn the language of their adopted country and will become good citizens of the republic. Many who had formerly questioned the advantages of speaking our tongue have greatly advanced themselves in many ways.

In one of these immigrant colleges 61 classes are receiving instruction each week. The entire course consists of 250 hours of class room work in three grades. The first grade teaches conversational English; the second, history and government; and third, the ideals of Americanization. Advancement depends, of course, upon ability, for as soon as a man is sufficiently advanced he is transferred to the next higher class.

But Americanization work is by no means limited to factory schools. It should include a department where the employee may secure expert legal advice without cost. Another valuable aid is a housing bureau to provide for proper and suitable living conditions. A complaint department should iron out misunderstandings. Sometimes suggestion committee provides rewards to workmen making valuable suggestions affecting policy and product.

Hospitals and free dispensaries with free attendance of doctors and nurses attend to physical ailments. A cafeteria furnishes meals at cost. A modern and thoroughly equipped gymnasium and an athletic field furnishes ample opportunity for following all athletic inclinations.

If sick or injured he is taken care of by the relief association. If dissatisfied with his work remedial investigation is made into conditions giving cause for the dissatisfaction.

Any manufacturer who is working toward these measures can refer with pride to the broad scope of his Americanization work. Success is evidenced by that intangible yet binding comradeship which plays so large a part in the sound growth of the up-to-date, successful, industrial institution.

NAMES OF SOME AMERICAN SOLDIERS SOUND LIKE DIME MUSEUM

Paris Green helped to win the war. So did a Little Kittie Karr and a Dinner Bell. All of them were in the army, according to file cards in the bureau of war risk insurance. Paris Green lives in Huntington, W. Va.; Little Kittie Karr makes his home in Norfolk, Va., and Dinner Bell Page was run into the service from Urick, Mo. Some others who appear in the bureau's files are:

Asad Experience Wilson of Van Hook, N. D.; Mih Gosh of Chicago; Green Horn of Statesboro, Ga.; Velvet Couch of Brinkley, Ark.; Will Swindle of Center, Tex.; Slaughter Bugg of Oscar Tarbin, La., and E. Pluribus Brown of Perry, Ga.

Chocolate Candy Clark, Owen Money, Willie Darling, Great Britton Turner, Wiley Fox Hunter, Green Berry Anderson, Youstus Horrible Riner, George Sleeps From House, Handsome Pleasant Ayres, Green Hue Jackson, Lloyd George Parliament, Grief Grimes, Precious Eugene Grant, Free Office Graves, Huckleberry Shell, Isaac Didnot Butcher and Fine German also are listed.

The broad jump record in names goes to a resident of Salmon, Idaho, who hurdles five times before he reaches the tape. He is Harry Adolph Thomas Richard Eugene Bullock and the clerks in the bureau are tempted to disturb Mr. Bullock's continuity by punctuating him.

The clerks have found 49 ways of spelling Aloysius and 18 ways of spelling Ignatz. There were 53,000 Johnsons, 51,000 Smiths and 18,500 Walkers in the service. Forty-seven thousand Williamses were with the colors.

There were 51 Jose Rodriguezs in the 347th infantry.

If you have a fit of blues,
Get above it!
If you're told unpleasant news,
Get above it!
If you strike a gloomy streak,
With the future looking bleak,
Get above it!

Eliminate unnecessary business interruptions by a sensible system; but accept necessary ones in the right spirit.

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SIEGEL BILL OF VITAL INTEREST TO EVERY MERCHANT

There has been introduced into Congress what is known as the Siegel Bill, which, if it became a law, would require every merchant to tag every item in his stock with the wholesale cost of each, not allowing anything for transportation of any kind, permitting of no addition of overhead expense, but merely the exact wholesale cost at the factory or jobbing house.

Then he would be required also to mark the selling price on each article, this being to prevent profiteering, so the consumers can see the "large profits" between the wholesale and retail price.

It seems unreasonable to expect that such a piece of foolish legislation should be enacted, but there are many such foolish laws on the statute books.

As the California Hardware Association is one of the first to hold its convention, this legislation was given careful consideration, and it was decided to appeal to the California members in Congress to use their efforts against such a law.

Merchants in every state will doubtless take similar action. It is well to be on the lookout for just such legislation.

The California Association recently held two conventions, one in San Francisco, and the other in Santa Barbara.

No routine business was transacted at either session, but the live problems which each of these typically progressive merchants is meeting were brought up and discussed among them.

Such subjects as the resale price on paints, a fair ammunition price, the automobile accessory department, functions of the association, price book, buying and like matters were fully discussed.

Both meetiugs were largely and interestingly attended and every delegate returnd to his private business enlightened and enlivened to his opportunities and obligations.

No man can expect to succeed who doesn't attend closely to business. But attending "closely" doesn't mean spending over-many hours at it, or personally performing small details which are better entrusted to someone else.

Everyone, at some time in his or her life, possesses a key to the door of success. Many remain in the outer gardens of despair and poverty simply because the lock did not respond to the first feeble turn of the key. Those who succeed keep trying, and sooner or later the door opens.

TREES

I think that I shall never see
A poem lovely as a tree.
A tree whose hungry mouth is prest
Against the earth's sweet flowing breast.
A tree that looks at God all day
And lifts her leafy arms to pray;
A tree that may in summer wear
A nest of Robins in her hair;
Upon whose bosom snow has lain;
Who intimately lives with rain
Poems are made by fools like me
But only God can make a tree.

—Joyce Kilmer.

HELP NEEDED

1. By the man who thinks he can half do things today and will be just as well off in a month or a year.

2. By the individual who believes he is strong enough and clever enough to indulge in weakening habits and get away with it, without injury to himself or others.

3. By the misguided person who believes that he can get something for nothing, or can take an unfair advantage and not pay the bill with interest some day.

4. By the adult who is convinced that he doesn't need to take part in public affairs because he is only one and so it isn't worth while.

5. By the human being who is always ready to pop up and self-justify everything he does right or wrong—the sign of a little mind and a small man.

6. By the over-serious male a more cheerful vision of life and a grasp of the great truth, that work cheerfully done is easily accomplished, and is much more often successful than where pursued with a frown.

7. By the loquacious gentleman who is inclined to say much and listen and read little.

8. By the thoughtless chap who doesn't appreciate the fact that he pays for whatever he needs and might as well have it anyway, and profit by discriminating possession.

9. By the motor type of headlong plunger who mistakes much jumping up and down and hopping round and round, for actual progress in a forward-moving manner.

10. By the theoretical dreamer a realization that profits on paper and profits in the bank are as different as cobwebs and cash.

PROGRESSIVE STORE'S IDEALS

All the salesmen of a store of the Central West are supplied with folding business cards on which the "declaration of principles" of the store is set forth.

On the first page of the card is the usual business card formula, and on the second, the "declaration," which is:

The customer (you) must be pleased; you can have money back without argument.

We sell only good, dependable goods, strictly one price to everybody—no exception to this.

Special sale goods are guaranteed satisfactory just the same as our regular stock.

We ask you to complain—let us know if for any reason any purchase is unsatisfactory to you.

We will repair, replace or make good, because our customers (you) must be pleased.

The third page of the card is blank for customer memorandums, and the fourth sets out the products the store carries.

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What Are Your Windows Worth?

Photographs of Windows and Sales Record Valuable for Reference

BIG city stores place a definite value upon their windows. The windows of R. H. Macy in New York are valued at $100,000 a year, those of the William Filene's Sons Company store in Boston at $100,000 a year, Lord & Taylor, New York City, $150,000, a Pittsburg store $40,000, Hudson Company, Detroit, $10 a day each, J. T. Lewis & Sons Dry Goods Company, Denver, $50,000 a year, and so on. These figures are not based upon guess work, but upon actual records.

Your Windows Have a Certain Sales Value

This value depends upon the location of the store, the design of the windows and the way in which they are used. There are few dealers, however, who are securing the maximum value from their windows and there are still fewer who have any accurate idea of the exact value of their show window as sales producers.

There is only one way to ascertain values and that is from records. Many manufacturers and merchants learn what their employees are worth by keeping records of what they do. He not only knows what they do but he knows how many hours they have worked each week. He realizes that he cannot do business on guess, so he requires that each employee stamp in and out on the time clock and that a record be kept of the work that each employee does.

The necessity for accounting for every second of time tends to prevent the employee wasting his time. The record in fact indicates whether or not he has been wasting his time. Stamping in and out on the time clock makes a permanent record of the promptness with which he comes to work and leaves for home. Such a record tends to prevent his being late and also leaving for home before the whistle blows. The records, in other words, not only show what each employee costs the concern, but also make the employee produce more.

Are Your Windows Working Full Time?

Keeping a careful record of what the windows do will have the same effect upon their value that keeping track of an employee has upon that employee. First, these records will show just how valuable the window really is. Second, they will tend to make the dealer use the windows more effectively than he has ever used them before. These records will show him just which kind of displays produce the best results and just when it is most profitable to make displays of certain kinds of goods. If such records are not kept the displays will have to be made more or less as a result of guess. At the best they can be made in accordance with the experience of other concerns in other cities and that may not prove the most profitable way in which to make displays.

It will be noted in the figures given that there is some variation in window space value in different cities and also in different sections of the same city. The R. H. Macy store is at the corner of Broadway and 34th Street and the Lord & Taylor store at the corner of 38th Street and Fifth Avenue. The Lord & Taylor store being located one block east and four blocks north of the Macy store. Yet the value placed upon the Lord & Taylor windows is fifty per cent greater than the value placed upon the Macy windows. The same windows in San Francisco would not have the same value as in New York, Chicago, Denver or Philadelphia and the same window displays would not have the same effect. It is a case of studying each location by itself.

One Way to Know

The only way to study locations and displays intelligently is to make, keep and compare records. One record that it is well for any store to make is that of the number of people who pass it in the course of a day. Very often a number of stores in different lines can get together and share the expense of such a record. Such records made periodically can be used to show whether the value of the location is increasing or decreasing. If they are compared with similar records taken at other locations they show the relative values of locations in different sections of the city.

Most important of all, however, they furnish the basis for placing a value upon the windows. It is apparent that the more people pass a window the more valuable that window is going to prove as a sales producer. Most people who advertise want to know how large a circulation each medium used has. They want to know this because the larger the circulation the more people will read the advertisement. In the same way the retailer should know how many people his windows reach.

A window out in the country which is passed by very few people is not as valuable as one in a big city which is passed by thousands. The value is also determined by the kind of people who pass the window. Department store bargain sale advertisements would not be as successful in drawing trade if placed in a paper read only by stock speculators as they would be if placed in a paper read almost exclusively

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by women. Unless the dealer knows what sort of people pass his windows, unless he really knows instead of guesses, he will not be able to make the sort of displays that will appeal to the people who pass.

Do Your Sales Increase on Goods Displayed?

Knowing the number of people who pass the window and the kind of people who pass, it will be possible to make displays that will be likely to appeal to them. Here, however, it may prove expensive to rely upon guess. Records should be kept of the results. The most accurate records will be records of the sales before, during and for several weeks after the display is made. Make a very detailed and careful record of the exact goods that are displayed.

If these records show that sales increased as soon as the display was made, the window really sold goods. If the sales volume continued to remain above the average even after the display was discontinued then the display was effective in impressing the passers by with the value of the goods.

Keeping such records of every display makes it possible to compare one display with another and to compare the sales when window displays are made with those which result when no displays are used. In other words, it gives a solid basis upon which to estimate the value of a display.

Different displays, however, will give different results. No man can tell in advance exactly what the sales will be that result from any given display. The expert will be able to tell which displays are better than others, but he will not be able to tell in advance just how many dollars will result from the display unless he has some accurate data from which to work. Photographs of the displays are, therefore, necessary if the records are to be complete.

Photographs and Records of Windows Valuable for Reference

If, for a few years photographs are taken of each display made and along with each photograph there is kept a record of just what results were secured, the sales value that this data will have is sure to surprise any dealer. He will find that his windows are constantly selling more goods though the number of people who pass his store does not increase. They sell more goods because he knows better the sort of displays that will bring in the best results.

A study of the photographs will soon show just what sort of an appeal will be most effective. They will also make it much easier to find good ideas. Sometimes it is well to repeat a display made several years before but if there is no photograph of such a display it may not be possible to repeat it with as little effort as would have to be put into an entirely new display. With the photograph at hand all that is necessary is to follow the photograph.

There is another valuable result from such records. Every dealer is offered window displays by manufacturers. Every dealer has an opportunity to allow manufacturers to use his windows. In some cases using the manufacturers' displays will prove very profitable. In others it may not prove as profitable as the dealer may expect it will. With complete and accurate records of past displays it will not be necessary for the dealer to guess. He will know and he will have figures to show the manufacturer that he is right.

What a Record Should Show

For example we will suppose that a certain manufacturer has a display of saws. The dealer makes the display and it results in greatly increased sales. It shows greater results than do the records of other displays made. It may not only sell saws but other tools. His records will show this. He knows that this display has been profitable and will be glad to repeat it. But suppose that the display does not prove so effective in selling goods. His records will show this and when the manufacturer asks him to make another display he can show him that it has not paid. In fact, he can go further than this. He can show him a photograph of a display that has proven more productive of sales. As a result the manufacturer may be able to improve his display and both will benefit.

Such records as these suggested need not prove expensive to keep. If the business is divided up into department and records of each department kept separately all that will be necessary is to make the displays by departments. Photographs will not cost nearly as much as they will be worth and it will pay any business man to know how many people are passing his place of business. It is only with such knowledge at hand that he can plan intelligently for the future.

HOW IT WORKED

The Colonel told the Major
When he wants something done,
And the Major told the Captain,
And gets him on the run.

And the Captain thinks it over,
And, to be sure and follow suit,
Passes the buck and baggage
To some shave-tail Second Lieut.

The said Lieutenant ponders,
And strokes his downy jaw,
And calls his trusty Sergeant
And to him lays down the law.

The Sergeant calls the Corporal
To see what he can see,
And the Corporal gets a Private,
And the poor damned Private's me.

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WHY THERE ARE MORE UNPAID CLAIMS AGAINST RAILROADS

I am told that there are more unpaid claims on file today against railroads for loss or damage to merchandise en route than ever before in the history of railroading. Perhaps the readers hereof, all of whom use the railroads for shipping goods either in or out, would be interested to know why this is, and what chance there is for relief.

Everybody knows that as a war expedient, the United States Government took over most, though not all, the railroads in the country. In order to cut red tape, and get the benefit of single control in the shipment of merchandise and men, this was deemed necessary and nobody objected. In the beginning, Congress tried to protect the interest of shippers through the act of March 21, 1918, which, in spite of the taking over, made the railroads subject to all existing laws, and as liable to shippers for loss or damage to merchandise as they were before. Under this act a shipper or receiver who had a claim against a railroad for lost or damaged goods, could sue and get judgment just as if the road was not under Government management, but he could not issue execution on that judgment. In other words, his judgment simply stayed there on record, binding the railroad real estate—and drawing interest—until such time as the legal ban was removed and he could recover on it. He couldn't get his money right away, but he was protected until he could.

This would have been fairly satisfactory to concerns that had claims against the railroad, if the Government had only allowed it to remain, but later the Government charged that people were bringing unfounded suits against the railroad companies, and therefore issued a regulation, as to the validity of which I take the liberty of expressing great doubts. This regulation provided that all suits for loss or damage to merchandise in transit, instead of being brought against the railroad, must be brought against the Director-General of Railroads.

This was so that there should not be any judgments whatever on record against the railroads, which was all right so far as the Government was concerned, but grossly unfair to the shipper, who was placed in this position: He has a claim against a railroad company for loss or damage to goods in transit. It may be absolutely clear, and may run into a large sum of money, which he may sorely need. Under the act of March 21, 1918, he could have brought suit and gotten judgment, anyway, and the judgment would have drawn interest until it was paid. Under the later regulation he can still bring his suit, but it must be not against the company, but against an individual—the Director-General. If he gets his judgment he can't do anything with it either now or later, because it isn't against the railroad at all and therefore does not bind railroad property and gives no security.

This regulation has placed in the Director-General the autocratic power to say whether judgments technically against him, but properly against the railroad, for loss or damage to goods in transit, should be paid. In most cases he has ignored them and I am told that the number of unpaid claims on file is stupendous, and is mounting higher all the time.

I have never believed—and I think this view is shared by most lawyers—that the regulation which compelled claimants to bring their suits against an individual who was not responsible, either legally or financially, instead of against the proper defendant, the railroad, was worth the paper it was written on. I do not believe that any claimant is bound to consider it, and feel quite confident that the courts would rule that while under the act of March 21, 1918, a claimant could not collect a judgment from the property of any railroad which had been taken over by the Government, nevertheless he could sue the railroad direct and get his judgment against his railroad, notwithstanding the order. So far as I have seen, nobody has raised the question as yet, believing that the railroads were shortly to go back to their proper owners. Since it appears they are not, however, I shall expect somebody to raise it very shortly.

A number of other orders have been issued by the Federal Administration restricting claimants' right to sue, such as Order 18, which compels a claimant to bring suit either in the county where the cause of action arose, or in the county where the plaintiff lived when the cause of action arose. While this is also an obstruction, as it may not be possible or convenient for the claimant to sue in either of those two districts, it is not so important as the regulation requiring the suit to be against the Director-General, which is equivalent to a denial of any real right of action at all.

My feeling is that these regulations, especially the one last mentioned, are worth no more than the one discussed in a previous article, in which the Government forbade the attachment of railroad employes' wages for unpaid bills. They are, I believe, an arbitrary and unlawful effort to destroy existing legal rights which are beyond the power of the Railroad Administration, or of the United States Government itself to destroy. What shall a shipper do to get around the regulation which gives him only a judgment against the Director-General? If I were retained to raise the question I should do it by bringing the suit against the railroad company. The railroad would then itself raise the question by pleading that I had no right to do that, but under the Government order it must be brought against the Director-General. The court would then decide which was right.

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Cultivate an Agreeable Personality

"Learn to Rub the Fur the Right Way" if You Would Succeed

IF I could give just one piece of advice to any boy or girl starting out in life it would be this:

Cultivate a pleasing personality. Avoid acquiring peculiarities and prejudices. Learn how to make yourself agreeable to those with whom you are thrown in contact, says Dorothy Dix.

Believe me, the gentle art of knowing how to rub the fur the right way, so that people will purr under your hand instead of wanting to scratch and bite you, is an accomplishment that is like money in the bank to any young person, and that will carry him or her farther toward success than any other one quality. For people will do things for us because they like us that they will not do for us because it is our right.

Success or failure in life, happiness or misery, is determined by an agreeable personality far oftener than we realize.

I know a woman who is a crackerjack stenographer. She is highly educated, her spelling is always above reproach, her punctuation perfect. In addition she is faithful, reliable and industrious, but she's eternally out of a job because she is about as pleasant to have around an office as a porcupine.

She cannot refrain from correcting her employer's every slip of grammar, and from making all sorts of sharp, cutting, sarcastic speeches, and as the result any man would rather put up with less competent work from some girl who was amiable and agreeable to have about.

Nor is this an isolated case, or a peculiarity confined to the feminine sex. Every day you will hear employers saying, "Oh, Jones is a good worker, and a fine bookkeeper, or clerk, or salesman, but he's so grouchy, or high tempered, or quarrelsome that I just wouldn't worry with him any longer, and I let him go."

And on the other hand, the ability to get along with people, and to make oneself agreeable keeps many an indifferent man and woman in their jobs. The things that sends the figures up on a pay envelope is the popularity of the clerk. It's when Mrs. Smith and Mr. Jones asked to be waited on by some particular salesman or woman that the salespeople begin to be of value to their employers.

The thing that makes matrimony a success or failure is also an agreeable personality.

A man may have a thousand weaknesses, but if he is tender and affectionate, and bright and cheery, his wife and children will love him and be happy, and a woman may be as full of faults as an egg of meat, and if she is sweet tempered, and warm hearted, and gay and tender, her family will adore her.

Whenever you see old people who are kindly, and gentle, and tolerant, you will find that youth is only too glad to pay reverence and attention to them. The most popular person that I know, the one most deluged with invitations, is an old man who has nothing to give to those he visits but the charm of his society and the garnered wisdom of his many years.

And so I would say to every girl and boy starting out in life that the most important lesson they can possibly learn is how to get along with people, how to say and do the agreeable and tactful things, how to acquire the fine art of making friends instead of enemies. And the secret of it all is to treat other people as you would like to be treated yourself, to say to other people the kind of things you would enjoy hearing yourself, and to follow the photographer's rule, "to look pleasant."

SUCCESS

If you want a thing bad enough
To go out and fight for it,
Work day and night for it,
Give up your time and your peace and your sleep for it,
If only desire of it
Makes you quite mad enough
Never to tire of it,
Makes you hold other things tawdry and cheap for it;
If life seems all empty and useless without it
And all that you scheme and you dream is about it,
If gladly you'll sweat for it,
Fret for it,
Plan for it,
Lose all your terror of God or of man for it,
If you'll simply go after that thing that you want,
With all your capacity,
Strength and sagacity,
Faith, hope and confidence, stern pertinacity,
If neither cold poverty, famished and gaunt,
Nor sickness nor pain
Of body or brain
Can turn you away from the thing that you want;
If dogged and grim you besiege and beset it,
YOU'LL GET IT!

—Breton Braley.

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IF I WERE THE YOUNGEST MEMBER OF THE FORCE—WHAT I WOULD, AND WHAT I WOULD NOT DO

(By A. Bridges)

Being in a reminiscent mood the other day it just occurred to me that some of the experiences I had passed through might be helpful, if not interesting to some fellow-worker toiling up the lower rungs of the ladder.

So these experiences, both real and imaginary, are dedicated to the youngest member of the family in an earnest desire to smooth over some of the rough places, but if by chance, some few words may be applicable to anyone other than the youngest member of the family, remember they are not limited to him alone.

In the first place, I would not, on beginning my business career, go around with a chip on my shoulder, looking for someone to knock it off, for rest assured, there's some fellow looking for that particular chip, and he's not going to waste any time in taking a whack at it.

I would not stop to ask whether or not the job assigned to me was a menial one—one beneath the dignity of even a beginner, but rather would I dignify even the most menial task by performing it well, and then ask no better reward than my own satisfaction in knowing that it was a duty well performed.

I would not question the authority of anyone requesting any service of me, provided the request was not made in a manner intended to convey the idea of the superiority of the one making the request. I would assume, until experience taught me otherwise, that every other member of the force was my sincere friend and helper, and if I found that one or more of them failed to measure up to that standard, I would not waste any sighs on them, but rather mete out to them the pity they deserve for their narrow-mindedness, and keep right on "sawing wood." Serene and calm in the knowledge that I was doing my duties well, and keeping my eye on the man higher up, I would carefully plan my every action to fit and prepare me for that place higher up which is sure to come to the deserving.

I would not expect too much, either in salary, favors or promotion. No beginner will find the world on a greased skid, with a hand-spike placed ready for him to grasp, the very first day he is on the job. Such things don't happen in real life, even though they may sometimes be so depicted in reel life. I would ever remember that the choicest apples are in topmost branches and the delicious flavor of our Southern muscadine is only brought out by the frosts of winter. So would I remember that only by tenacious and never-ending effort, and in spite of hard knocks and chilling reverses, hewing ever to the line, could I expect to reach my goal.

And I would not forget those little things that everyone else leaves undone. Those things so simple that anyone can do them, and that from their very simplicity are so often overlooked. There is always a sort of dumping ground for unfinished tasks, and right there is the chance to make one's self invaluable to a business, for this accumulation of rubbish would soon block the progress of the best laid plans of the men higher up.

I would remember that accuracy in every detail of my work is of paramount importance, and that speed acquired at any sacrifice of accuracy is a waste of time—not only my own time, but the time of others who may have to correct my errors. I would remember that an error made in a momentary relaxation of vigilance on my part may be found only after hours of tedious effort.

I would consider any wanton, willful waste of time as a theft of just as much money as that particular period of time was worth, based on the amount of salary paid to me and to the other fellow, for invariably a waste of time by one employe interferes with the work of at least one other employe.

I would get the habit of saying "We," with a capital W, when speaking of the business, and of feeling that "WE," from the top of my head to the soles of my feet. I would feel that if I made a mistake, it was not I alone that would be injured, but the business, of which I am part and parcel, even though my name does not yet appear on the list of stockholders.

I would study to get the customer's viewpoint, and keep ever before me that good old maxim, "The Customer Is Always Right," for if a customer is worth having, he is certainly worth a little judicious catering to his individual peculiarities.

I would remember the pulling power of a smile and a cheery word, and a look that says

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louder than any words could say it, "I'm in love with my job, I've got my eye on the man higher up and I'm going to push him on and up and out of that place just as fast as brains and pluck and energy can do it."

Last, but not least, when I had, by long and tedious effort, reached the place higher up I would reach out a helping hand to the other fellows in line and cheer them on, for there's nothing helps half so much as knowing that someone who has been over the same rough places you are now traversing, feels an interest in you and stands ready to lend a helping hand.

ARE YOU LIGHTING CANDLES?

(By Edward I. Wade)

In one of the old cathedrals of Europe, during the services, the lights suddenly went out and darkness, like a mantle, rested upon the worshipping throng. The hush of awe and fear filled each heart. A priest entered with a taper in his hand, but dimly seen amid the encircling gloom. With that tiny spark he lighted one of the candles on the altar, then another and another, till a thousand candles shed their radiance and filled the vast cathedral with a blaze of glory.

Within the hearts of all men there dwells a divine spark that, fanned into a flame, lights the way to success. Men have sought to fathom this force, have groped painfully through the long years for a word that would catch something of its essence; have felt its strange spiritual beauty and done homage to the deeds it has wrought. Some say "enthusiasm" some "faith" some "consecration," and then find it to be all of these, yet something more. Giving out its energy like radium, it seems to have within itself the subtle power of renewing as it spends. Be but the purpose of your life worthy, this good angel of your higher self will speed you on the way to have and to hold what men call "success," while not denying you the richer joy that abides with those who have done their best.

If as a salesman you have sounded the quiet depths of your great mission and with stout heart laid hold of your appointed task, you will find that the very strength of your purpose will give courage to those who as yet see but darkly through the glass. If in the ardor of your seeking you turn not aside to light the candle of some wayfarer who has stumbled, if you hearten him not as his faith falters, you will find at your journey's end that you have lost something of that perfect success that attends the spoken word that cheers or the willing hand that helps. The candles that you light as you press forward will make more luminous that cathedral within your heart where worship the better angels of your nature.



DEATH OF LYMAN DOTY

Just two years ago the HARDWARE WORLD had an interesting story concerning the patriotic activities of Lyman Doty, son of W. M. Doty, prominent California hardware merchant.

As the only son, Lyman was given every opportunity to fit himself for the responsibilities which devolve upon the youth of America in this day, and he measured up full well.

Reared in a home of culture and refinement, he was a son in whose achievement his father justifiably took much pride.

His earlier years were spent in his father's hardware and implement establishment, and anyone knowing Mr. Doty knows he couldn't have had a better tutor or a finer example of virile American manhood.

As a boy he evinced an unusual interest in machinery, and motors particularly had a fascination for him.

With the development of aviation his interest increased, and he became so proficient in this line he was able to construct his own airplanes.

His war service in this department was highly commended, and with the signing of the armistice he entered the air mail service of the government.

His death resulted from an attempted landing at Baltimore during a heavy fog, when his machine crashed to the ground, the gasoline tank exploded, and he was so badly burned that death was almost instantaneous.

Our readers, in California especially, where his father is well known, will learn with sincere regret of the death of this promising young man, who, had he been spared, would undoubtedly have filled a large niche in the annals of American aviation.

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Time To Talk Turkey

You Can Use These Suggestions to Increase Your Sales

THE SLANGY, terse business expression was never truer than at this season, for now "turkey" should be talked both figuratively and literally. The season is fast approaching when the royal bird must be roasted and in order to do it properly and most conveniently it is necessary to have the best household utensils and stoves.

Likewise, in order to show off the bird to the best advantage on the table there must be the proper china, glass and silver, so it will be seen at once that it is the advantage of every hardware man to "talk turkey" for all he is worth this month.

A Decidedly Successful Sale

of Thanksgiving cooking utilities was pulled off last season by Loveman, Joseph & Loeb, Birmingham, Ala., and was thus described by Adolph Rosner, buyer of household furnishings.

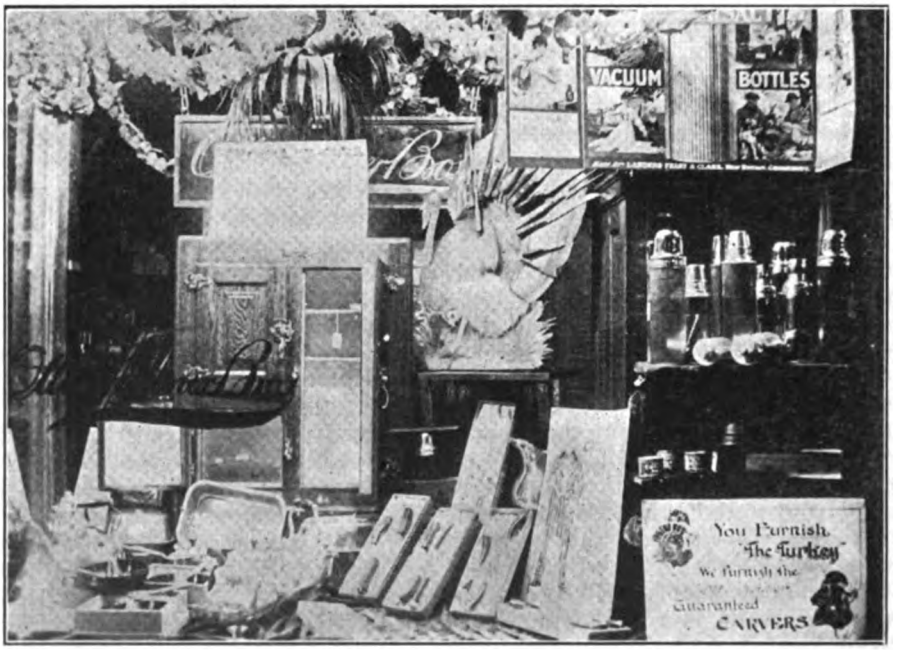
"In order to arouse interest among the housewives, and do something a little different, we pulled away from the 99c sale, and instead advertised a sale of 95c blue and white enamel ware. The ad in the paper was surrounded with cuts of the various utensils to be sold, and was gotten up very carefully as to quality and assortment of sizes—which were very attractive, everyday, useful household needs, such as dishpans, pails, kettles, coffee pots, tea pots, percolators, etc.

"Twelve large tables were placed down the center of the store, filled with blue and white Venetian ware, first quality goods, every piece absolutely perfect, each piece being tagged with name and price. Quarter sheet tickets in the center of each table announced: 'Blue and White Enamelled Ware, as Advertised, 95c.' The sale was very successful and gratifying in every way, about 3000 pieces being sold in a single day."

Follow Up Sales With Fireless Cookers

They followed this sale the next week with a duplex fireless cooker sale, at which over a hundred of the cookers were disposed of, at prices ranging from $10.95 to $39.50 each. "The ad for this sale was also very carefully prepared," said Mr. Rosner, "and displays in the windows were arranged to complement the announcements ran in the three local papers.

Several special talks were given in advance to the sales force on the merits of the line, and full information regarding the making and marketing of same, so that everyone was able to talk intelligently and to the point on the subject. The result was highly successful. Not only were fireless cookers sold, but hundreds of other cooking needs as well, including aluminum cooking utensils, enamel ware, woodenware of all kinds, kitchen tables, and all sorts of cutlery."



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Any Living Thing Attracts Instant Attention

and so a large hardware firm in Brooklyn, N. Y., placed in their show window (enclosed in a pen of wire netting) a fine large turkey. In the background was a row of cornstalks, with ripe ears of corn. At one corner was an overturned basket from which potatoes were pouring out, while at the other was an overturned basket of ruddy apples. From the four corners of the pen projected poles topped with grinning jack o'lanterns, and a card tacked to the pen read:

> WHAT IS TO BECOME OF THE TURKEY?
> It will be given, on Thanksgiving eve, to the person guessing nearest its exact weight. All guesses must be in by November 20. In case of a tie, two turkeys will be awarded. Come in and register your guess—it costs you nothing.

Banked at one side was a shining array of aluminum cooking utensils, and at the other was a range. Cards attached to each said: "To aid you in cooking the Thanksgiving turkey. Come in and see our complete line."

In the early part of November, Hamburgers, Los Angeles, had a special demonstration of gas stoves and ranges, announcing same by a big ad:

> PRE-HOLIDAY DEMONSTRATION OF GAS RANGES
> There is absolutely no economy in using an old, worn-out gas range, no matter how endearing it may be to the family.
> New ranges bake better, quicker, easier; are far more convenient to use, and more easily cleaned and cared for, as they are built on simpler lines and have much less nickel trimming.
> SEE OUR GAS RANGE WITH A FIRELESS COOKER BUILT RIGHT INTO IT
> Just as cooking with gas is so vastly superior to the old-fashioned mussy and inconvenient way of cooking over a fierce fire of wood or coal—so the fireless cooking gas range is to the ordinary gas stove.
> YOUR OLD GAS RANGE ACCEPTED AS PART PAYMENT ON A MODERN ONE.
> See Our Display Window Demonstration.

One of their large windows was fitted up as a model kitchen, with linoleum hung in the background and two gas stoves in the foreground, together with a shining array of cooking utensils. At evening the display was well lighted, and showed a wax model standing at one of the stoves, with aluminum roasting pan in hand.

This Demonstration Was Valuable

Every afternoon during the week a domestic science expert took her place in the window and demonstrated the convenience with which one could bake and roast with a gas stove and fireless cooker. A big card, close to the glass, set forth in a very practical manner the benefits of the fireless cooker, and did much to increase the sales:

> FIRELESS COOKER SAVES FOOD
> Do you know that ordinarily you get only 6 to 7 lbs. out of each 10 lbs. of meat you cook? The fireless cooker gives you 8 to 9½ lbs.—and who would deny that fireless cooked food is better, knowing that by this method the delicious food juices and flavor are retained. The cheaper and tougher cuts of meat may be roasted to a delightful turn in the oven of the FIRELESS GAS RANGE.

In the East as in the West the hardware merchants are alive to the opportunity for pre-Thanksgiving advertising, and an excellent example of same was the display of Ottenheimer Bros., Baltimore, Md. The display window was floored with black velvet and backed with palms, while from the ceiling depended garlands of red and yellow leaves. In the center was an open refrigerator, on top of which was a card lettered in red and blue, with border of black and gold.

> This refrigerator will keep your Thanksgiving meats, fruits and vegetables fresh and sanitary.

At one side was a life size cut-out of a turkey, upon whose tail were arranged carvers and kitchen knives. A card at the base, with picture of Uncle Sam, advised:

> All of our cutlery guaranteed to hold its edge. We will replace any knife that fails to do so. Our guarantee is as good as Uncle Sam's gold men.

A set of aluminum ware at one end bore the card:

> For Mother—Aluminum Ware—We have a combination set just the thing for a pre-holiday gift. Special discount on sets.

Down front was a big card adorned with the picture of a turkey, which read:

> You furnish the turkey—we furnished the guaranteed carvers.

Within, the ceiling was festooned with multitudinous garlands of green paper, and down the main aisle there extended a row of tables, each devoted to a single kitchen help, with a card:

> Get her an Aluminum Roaster.
> Get her an Electric Iron.
> Get her a Fireless Cooker, etc.

Faint-hearted service never wins a fair job.

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The Man of Whom I Am Afraid

YES, I acknowledge fear! Not cowardly fear of an enemy in the open, or haunting fear of some mysterious shadow of evil. But rather a frank feeling of uneasiness and distrust of a certain type of man whom I meet in the business world. It is reasonable and wise to look out for hidden rocks and other sources of danger lest in an unwary hour we come to grief.

In speaking of this class or type of men of whom I am afraid, I want to make it plain in the beginning that there are many of them whom I like personally, who are affable, and who make good enough neighbors and pleasant acquaintances. For all of them I am sorry—sorry because I can only attribute their mischievous weakness to lack of early training, an unfortunate brain twist, or useful instincts gone wrong.

This type of man of whom I am afraid is the one who has not a proper regard for the truth. He is not always what you would call an out and out liar, for in that case he would soon run his course and cease to be harmful, but on the other hand, his fabrications are michievous in the extreme, because they contain a few grains of truth many times which give his statements the semblance of plausibility. In fact, even one or two grains of truth in the statement, will usually persuade the teller of the tales or the misrepresenter of the situation, that all is as he has pictured it.

Generally a Man of Many Words

I am afraid of this sort of individual because he is commonly what is known as "two-faced." That is to say, he is all things to all people and endeavors to give each one the impression that he is an especial friend of theirs. By this means he is in the habit of getting hold of stray remarks, facts and figures which he weaves into later conversations with people, again giving the impression that he is in the confidence of many persons of standing.

This man of whom I am afraid delights to shine by reflected light and he is a man of many words. His unreliability is often sensed intuitively, when it is difficult to put a finger upon the exact spot of the departure from truth, and most of us are inclined to shake ourselves and to say, "How unjust and un-American to be laying up something against someone concerning whom we know so little!"

Yes, I am afraid of the man who doesn't stick close to the truth. I do not want to do business with him. I do not want to employ him. I do not want to be tied up with him and dependent upon his whims and moods of misrepresentation. If it falls to my lot to serve him in a business way, I am uneasy and invariably watch carefully that there is no chance for a "come-back" anywhere, knowing that he will revel in such an opportunity.

When I am with a man whose moral standards are lax in regards to truth, I find it policy to let him do most of the talking and to be as non-committal as possible most of the time. I will not cloak my stand as to principles of right and wrong, and the amusing part of it is that he always agrees with me to the letter.

Again and again I have proved that people with small regard for truth values are untrustworthy in other ways. Sometimes it is in the handling of time or money, and again and again have I found their influence insidious and far-reaching. It isn't always what they say. A shrug of the shoulders, a suggestion, a half truth dropped, will be carried a good ways by the winds of chance.

There is no denying that because of the usual affability and the frequent conversational gift of such people, that they have an influence which they are not at all particular how they use or when. The chances are they do not analyze results, but causes and effects are inevitable nevertheless, and association with them is akin to walking on thin ice.

The Man You Can Trust

The kind of a man of whom I am not afraid and whom I respect thoroughly whether he agrees with me or not, is the one upon whose words absolute reliance can be placed, and yet who knows when to talk and when to keep still. This is the sort of a man you can bank on who will not fail you in an emergency, who thinks and looks ahead, and whose judgment is reasonably sure.

Yes, there are men of whom I am afraid because their methods are so much like the fellow who steals up behind you in the dark. They are merely a more genteel edition of the paper back variety of sensationals. One frequently meets these people, and I have gradually evolved a philosophy of my own in relation to their treatment, and I can tell it to you in a very few words. It is simply this:

Treat them pleasantly, but never give them your confidence.

Avoid arousing any antagonism or ill-will, and slowly but surely manage so that your paths diverge.

Be constantly on guard when in conversation with them, never forgetting that without realizing it themselves, they are ready and anxious to spy upon you, possibly to your harm.

Never let them see that you are afraid of them, for the character of such men is cowardly, and the coward delights in the exercise of power.

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As far as possible have little to do with people who do not tell the exact truth.

An Indian and an elephant never forgive and never forget those who betray them. None of us want to be Indians or elephants, but our reason has been given us to help us determine those people of whom it is best to steer clear, and the individuals who are untruthful form a goodly number of those of whom we have reason to be afraid.

Profit by Experience

We are often told that it is no one's fault if we are fooled the first time; our own fault if we are fooled the second time; and we get no more than our just deserts if we are fooled the third time. All of us are likely to be deceived in the first place, but once we have learned that some person of our acquaintance or association has willfully distorted the truth, then we are justified in putting a question mark as tall as they are by their side forever after.

Sound business is based upon confidence. Once confidence is destroyed, we are upon shifting sands and the sooner we get away from that locality, the better. Beware of the man who doesn't tell the truth.

The man who doesn't make a mistake is often the fellow who wouldn't know a mistake if he saw one.

MYSELF AND ME

"I'm the best pal I ever had,
I like to be with me;
I like to sit and tell myself
Things confidentially.

"I often sit and ask me
If I shouldn't or should,
And I find that my advice to me
Is always pretty good.

"I talk with me, and talk with me,
And show me right and wrong;
I never knew how well myself
And me could get along.

"I never try to cheat me,
I'm truthful as can be
No matter what may come or go,
I'm on the square with me.

"I've made a study of myself,
Compared me with a lot,
And I've finally concluded
I'm the best friend that I've got.

"Just get together with yourself
And trust yourself with you,
And you'll be surprised how well
Yourself will like you if you do."

THE UNADVERTISED LINE

You often have seen and spoken to the representative of the unadvertised factory product, the man who represents the unadvertised manufacturer's line, who tell the jobber or the merchant that by reason of their product not being advertised the individual profit is enlarged.

Oh, yes, he says, we don't advertise our line, preferring to give a larger profit to the jobber and the dealer, but, as the "Advertising Age" points out, he forgets to mention that every article that is sold must be pushed, and unless a manufacturer pushes it, telling the buyers, jobbers and dealers of its merits, educating the public, as it were, someone has to do it. Why should the jobber or dealer shoulder that burden?

It is well known that an unadvertised line lacks good will, lacks an established reputation and confidence.

The merchant who decides to sell an unknown and an unadvertised line knows that the profits are not larger than the advertised line.

Aside from that, even if they were, a large part of his time and effort is consumed in selling an unadvertised rather than an advertised line.

The bulk of the dead stock that lies on a merchant's shelves today is of the unknown and unadvertised kind. The talk that an article is just as good whether advertised or not is not getting by as it formerly did and is not so easily put over.

Jobbers know this, merchants know it, and even a 5 per cent or 6 per cent individual profit doesn't offset the 25 per cent to the 100 per cent more of time and effort it takes to sell the unadvertised line.

SEEN IN A HARDWARE DEALER'S WINDOW

The signs of the times
Are in these rhymes;
You may find bargains
Between the lines.
Our window show
Is all the go;
Our patrons know
That this is so.
The sayings on the cards displayed
The readers find they all are made
To order for the hardware trade.

—Reeg, the Rhymer.

The individual who is convinced he is wrong and can make a quick decision to change his policy and get on the right path, is to be congratulated. The man who is right in his first judgments fifty-one per cent of the time is rather unusual.

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WHERE YOU STAND WHEN SOMEBODY QUOTES YOU A PRICE ON GOODS

(Copyright by Elton J. Buckley)

The question asked by the letter reproduced below has probably been asked by thousands of other retailers, more or less often in their business experience:

Chicago, Ill.

Kindly give us your advice on the following question: Last month we asked a certain wholesale house to quote us prices on certain goods which we carry in our line of business.

The house quoted us the prices, and on the strength of the quotation we put in an order. However, on receiving the goods we discovered that they had been invoiced at a higher price than the one quoted us.

The house insists that we should pay the prices charged. We insist that they are bound to the prices quoted. We remitted exchange according to prices quoted, the house insists on claiming the balance. We refuse to pay the balance.

Are we right in our contention? We will appreciate your advice on the subject. CLESI BROS.

The question therefore is:

When somebody quotes you a price on goods and you accept it, is it a binding contract which you can enforce against the seller or if the market has advanced by the time the goods are shipped, can the seller charge you the higher price?

The answer depends on a number of considerations. Ordinarily it is a binding contract without doubt, but it may not be. For instance: A, a wholesale dealer in New York, receives a wire, or a letter, from B, a retail dealer in Philadelphia, asking for a price on a certain quantity of merchandise. A answers in the same way, that is, if the communication was wired, he wires the price, and if received by letter, he answers by letter. There is nothing on record between A and B to show that all quotations are subject to change without notice, and there is nothing in A's wire to that effect or in the letter. It is a straightforward request for prices and an unqualified answer, giving the quotations desired. B, upon its receipt, at once accepts and forwards an order, by wire or by letter, it makes no difference.

That was a binding contract between A and B, and in such a situation, no matter what the market did by the date of shipment, A could never charge a penny more than the price he had named him.

So that if the correspondent's case is like that, he has his answer.

But there are conditions which would change the rule. Nobody who quotes prices on merchandise is expected to keep the offer open forever. Sometimes he stipulates "subject to immediate acceptance," or "subject to acceptance before——." If nothing like this is stipulated, the person to whom the quotation is given only has a reasonable time to accept it. What is a reasonable time depends on circumstances. If the market was advancing, a reasonable time would be shorter than if the market were not advancing. At the end of the time named for acceptance, or at the end of a reasonable time if no time was named for acceptance, an offer comes automatically to an end. If it hasn't been accepted by that time, it cannot be, and if the buyer sends in an order after that, and the seller ships the goods, they will go at the market price at date of shipment. Always provided that the order isn't accepted in such a way that the seller can fairly be charged with knowingly accepting it at the former price; that is, the price he had quoted.

The above is of course no expection to the rule that a prompt acceptance of a definite quotation creates a binding contract. But the quotation must be definite, the acceptance must be just as definite, and, moreover, must be prompt. If it fails at any of these points, there is no contract, and an order sent in can be filled at the market price, regardless of all previous quotations.

For instance, a firm wishing to buy some glass jars wired a manufacturer: "Please advise us the lowest price you can make us on order for ten carloads Mason green jars. State terms and cash discount." The manufacturer replied: "We quote you Mason fruit jars complete (stating prices) for immediate acceptance and shipment not later than May 15th (also stating terms)." The buyer at once accepted, but the seller later tried to get out of it. When the matter got into court, it was held that "there was a present offer by defendant (the manufacturer), the immediate acceptance of which closed the contract."

In another case a retailer wrote a mill about selling some bran, and the mill replied that it would sell for $7 a ton. The inquirer wired that he would take fifty tons at the specified price. This also was held to be a good contract.

A seller of merchandise who quotes a price can't get out of it, after it is accepted, even if he carries on his letterhead something like: "Prices subject to change without notice." That only has to do with standing prices, it does not concern a specified quotation, which stands just as long as it is stipulated it shall, either "for immediate acceptance," or "subject to acceptance before ——," or if no time is specified, then it stands for a reasonable time.

People may boast about their independence, but when all is said and done—

"The strength of the wolf is in the pack;
The strength of the pack is in the wolf."

There was a man in our town and he was window-wise, he made a new display each week that caught the people's eyes.

They stopped, they looked, they bought his goods, his sales began to mount, and that is how his windows helped to build a bank account.

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A SALESMAN'S TEN COMMANDMENTS AS WRITTEN BY THE BUYER

It is to be kept in mind that these commandments are supposed to come from the consumer, and not from the sales expert.

If you want to sell me or any other buyer goods, therefore, I pray you to keep these commandments:

1—Be Agreeable

Other things being equal, I go to the store where the clerks try to please me. I buy of the man who acts as though he likes me. Exert yourself to make a pleasant impression on me, please. I appreciate it. Hence, dress well. Untidy clothes mean you don't care what I think of your appearance. But don't dress too well. That gives you an air of showing off. Dress just right. If you don't know how, find out. Cultivate a pleasing voice. Learn to converse entertainingly.

Cut out all mannerisms. Give the impression of a gentleman—honest, square, anxious to please, and good-natured.

2—Know Your Goods

Don't let there be any question I can ask you relative to the manufacture, history, distribution, or uses of what you have to sell that you cannot answer.

If you are selling footwear, know all about all kinds. If you are selling coffee, find out all about where all sorts of coffee come from and all the points about them.

Put in your spare time making of yourself an encyclopedia of information about your goods.

3—Don't Argue

Go with me in your talk, not against me.

Lead, don't oppose. Don't show me where I am wrong.

Dodge a square issue, and show me wherein you are right.

Suggest. Don't antagonize. Argument, as a rule, results in irritation, not conviction.

4—Make Things Plain

Don't use any words I don't understand. You can explain the most complicated matter to a wash-woman if you know your subject perfectly and practice simple language.

Don't air your technical knowledge and try to impress me. I want to be flattered, not awed.

5—Tell the Truth

Don't lie, or exaggerate, or mislead, or conceal.

Let me feel that you are sincere, and mean every word you say, and that every statement you make is of par value.

If you represent goods that need lying about, directly or indirectly, quit. There are plenty of articles that are straight and all right. Sell them.

6—Be Dependable

Even in the small things create the impression that whatever you promise is as much to be depended upon as your signed note.

If you make an appointment at 3 o'clock Tuesday, be there at 3 or telephone. If I order goods of a certain grade, let them be found to be exactly of that grade when I receive them.

7—Remember Names and Faces

If you have not a natural gift for this, acquire it. Get a little book and set down every day the names of those you have met, with their characteristics. Practice this until you become expert. No man likes to be forgotten or to have you ask his name.

8—Don't Be Egotistic

Eliminate the pronoun I as much as possible from your vocabulary. Talk about me, not yourself. Don't tickle yourself, tickle me. I'm the one you want to win.

9—Think Success

Success begins in the mind. Why think fifty cents, when it is just as easy to think fifty dollars? Tell success stories, not incidents of failure and hard luck. Radiate prosperity. Feel prosperous. It's catching. Keep your chin up.

10—Be Human

The reason you are hired to sell goods is that you are a human being. Otherwise your employer would have sent a catalog. So be a human being—likeable, engaging, full of human electricity. For I patronize, as a rule, a salesman I like. Selling goods is the greatest business in the world. It takes all there is in a man.

You need to know psychology, you need tact, intelligence, self-control, courage, persistence and inexhaustible good humor. It is not a job for a second-rater. You simply have to make good or go under. I admire a good salesman because I never was able to sell anything in my life. But I'm a good buyer.—By Dr. Frank Crane.

A "PRIVATE STILL."

A zealous excise officer was sent to Ireland to try to locate several "moonshine" stills which were known to exist. Meeting a native, the excise officer approached Pat, who had never lived in Kentucky, saying:

"I'll give you five shillings, Pat, if you can take me to a private still."

"Troth, an' I will, sir," was Pat's reply as he pocketed the money. "Come with me."

For many weary miles over mountain, bog and moor they tramped, until they came into view of a barracks. Pointing to a soldier seated on a step inside the square, Pat said:

"There you are, sir, my brother Mike; he's been a soldier for ten years an' he's a private still."

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VALUE OF COURTESY

The building up of a successful business today is not traceable to a composite of unrelated causes. Its leadership comes with the establishment of certain ideals and the faithful adherence to the principles upon which they are based.

Its structural strength invariably reflects a certain refinement in service and the watchfulness that no discordant note shall destroy this characteristic—best expressed in the phrase, "Courtesy to Customers."

Leadership in every artery of commerce and business is unfailingly attributed to the idealized merchandising methods developed by a courteous, thoughtful and consistent regard for the customer's interest under all conditions. This co-relates with the policy of a large department store owner who, when interviewed as to the intrinsic value of courtesy, remarked:

"The trinity of highest business ideals are Efficiency, Unstinted Service and Individual Courtesy. They alone awaken real appreciation amongst your trade, create abiding satisfaction and pave a quick way to success. If these indispensable adjuncts are lacking in any business enterprise, the ultimate goal is undeniably a failure."

Courtesy is then most significant in its sphere of importance—a watchword of everyone who is forging ahead in business. The application of it develops every individual, rewards worthy effort and commands the approval of others.

The man of affairs, of wealth, of business responsibility, of every rank and file of life conscientionsly knows that the application of courtesy in every business helps to build up his character, makes him really greater and more able and more respected.

The instant the news that you are a courteous, accommodating merchant travels through your locality, it has a dynamic, vital effect on the up-building and growth of your business. The public is discriminating—it has a discernment—and will patronize the man who has won for himself a prestige by courteous treatment. People acquire confidence in you.

Courtesy is that magnetic power that makes the customer, once pleased, to ask for your service.

Courtesy is that impelling attraction that makes the customer, once pleased, wait for your services in your store; and, if you are busy, to go out and come back when you are at leisure.

Courtesy is that irresistible force that makes the customer, once pleased, bring his patronage to you from year to year and send his friends likewise.

We can, in fact, truthfully say that courtesy is that deeply felt personal feeling and determination to give a full measure of satisfaction to every customer. It nips antagonism.

With this admirable trait you endear yourself into everyone's liking. Possession of it elevates you from the average mould. If this potent factor is latent in you, develop it. Let your transaction with every customer embody an appreciation of its underlying principle.

To the full utilization and enjoyment of courtesy—direct your best thought and energy. Follow that resolve now! Make your unvaried aim follow this constructive endeavor, and unequaled success awaits you.

WEST HAS MORE AUTOMOBILES AND FEWER ROADS

The number of good roads in any locality does not depend on the number of automobiles in that section. This fact is brought out by investigations of road conditions in many parts of the country by the president of one of the largest tire companies.

The universal prosperity of farmers throughout the middle west as reflected in their demand for distinctive automobiles, led to this investigation of road conditions.

"In Iowa there is an automobile for every seven people, but there are 1400 automobiles to every mile of improved road. It is about the same in South Dakota, where they have an automobile for every nine people and 800 cars for every mile of improved road.

"As we come east we find in Ohio 13 people per automobile and 13 automobiles per mile of improved road. In Massachusetts there are 22 people for every car, and a mile of improved road for every 19 cars. New Jersey has 24 persons for every automobile and 23 cars for every mile of improved roads.

"The cost of good roads to land owners has been exaggerated in some sections. This has made many enemies of good roads. But pleasure cars of the better class are having a wider distribution than ever before. Manufacturers cannot begin to supply the present demand. They will not get caught up on present orders for months to come. This means that more people will be demanding good roads all over the country.

"The government realizes the need of better roads. They estimate that there are 6,146,617 automobile owners in the United States. They have appropriated $168,550,000 for road improvement. This will be apportioned among the states each of which must in turn appropriate an amount equal to its Federal allotment.

"If every automobile owner in the United States—and remember there are 6,146,617 of them—would make one active step toward boosting good roads, the highways in this country would improve in short order. Let us all do some one thing now to help the good roads cause along."

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The Little Things—That Make the Car Complete

Stanwood Products



Stanwood Safety Step Plate

Stanwood Safety Step Plates

for automobile running boards assure safety. They add to car refinement and keep the car clean. This device will not mat down or discolor and is very quickly applied. Pat. May 30, 1916; Feb. 19, 1918.

Type B, $2.65 **Type C, $1.60** **Special Ford, $1.60**

Stanwood Conformable Hand Pad for Automobile Doors

An exceedingly ductile metallic sheet is enclosed between the front and back leather sections of the pad, insuring through pressure of the hand, perfect conformity of the pad to the contour of the door.

Positively will not curl by usage, or strong air pressure. Prevents finger markings of the door, especially after car has been polished.

Made up of leather in various grains, such as long, seal, pebbled, smooth, pigskin and patent. Priced from 90 cents to $1.80 each. Size 4¼x7¼ in.



Accelerator Foot Rest

Stanwood Adjustable Accelerator Foot Rest

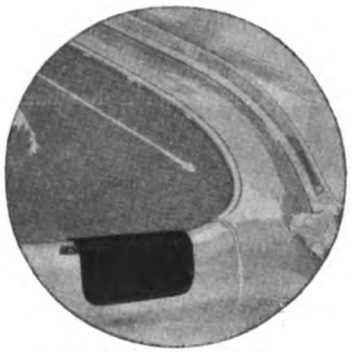
Patents Pending

A reliable safety device to prevent **unintentional** rapid acceleration when driving over uneven crossings or rough roads. Relieves the foot from constant tension. Permits delicate advancement or retarding of accelerator.

Made with an indented rubber roller vulcanized to a steel tube, revolving on a steel spindle riveted to the uprights. The pressed steel uprights and base sections are engaged by graduated indentations, insuring stability. These parts are sherardized and polished to prevent rusting.

Important Note:—The graduated indentations make our Foot Rest easily adjustable to various heights and positions. This feature makes it fit your usual driving position.

Price $1.60 each



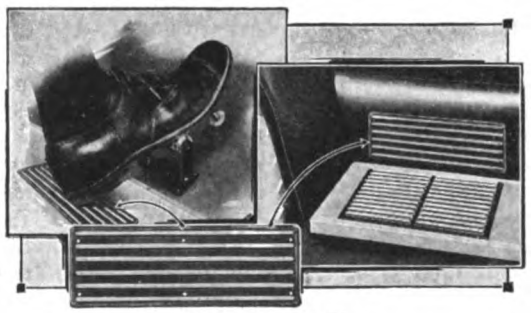
Hand Pad for Doors
Patented 3-19-18

Stanwood Accelerator Heel Plate

A perforated metal plate entirely covered with rubber and provided with a series of longitudinal ribs firmly moulded to the metal plate. Size of plate 4 in. wide, 11½ in. long.

The accelerator Plate furnishes a stable position for the heel when operating the pedal. Prevents wearing a hole in the floor covering of the car and is also used as a toe and heel guard on the running board shield as shown.

Price $0.85



Accelerator Heel Plate
Patented May 30, 1916, and February 19, 1918.

Stanwood Equipment Company - 307 Plymouth Ct., Chicago

For Sale by

ALL WESTERN JOBBERS OF AUTOMOBILE SUPPLIES

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WAS THE DEALER RESPONSIBLE

(Copyright by Elton J. Buckley)

Here is the familiar question of the retailer's responsibility when he sells something manufactured by somebody else, and it either goes wrong or doesn't live up to the manufacturer's guarantee:

Great Falls, Mont.

We are handling the ——— tractor in our territory and have sold six of these tractors to farmers in this vicinity, having sold the tractors on the ——— Tractor Co.'s advertising and literature that the tractor would pull two fourteen-inch plows in breaking or stubble plowing. However, the tractors have not been able to pull two fourteen-inch plows under any condition and stand up under the work. Now, six of the ranchers to whom we have sold tractors have started suit against us for the money, and some cases for damages for loss of time and crop which they could not put in.

We are handling these tractors on a contract made with the ——— Tractor Co., as their distributors in this territory, and would like to know if we are responsible to the ranchers on the ——— Tractor Co.'s guarantee on their tractor?

We would appreciate this information as soon as possible. WESTERN MOTOR CO.

It is a tractor this time, but it might just as well be a grade of jams, labeled pure, but which was not pure; or a blue serge suit labeled "guaranteed fast color," but which faded in three months; or an automobile which was guaranteed to give eighteen miles to the gallon, but which only gave nine. The question is the same in every case, and so is the answer—"when the dealer who sells it doesn't make it, where is the responsibility when it doesn't make good?"

The answer is, the responsibility is always the maker's, and never the dealer's, provided the dealer didn't make the responsibility his own by giving a guarantee of his own. Read this from a leading case:

"A seller is of course bound by his own warranty, or that of his authorized agent, but he is not bound by a warranty attached to the article by the manufacturer thereof, by the mere act of sale."

Suppose a case in which a dealer is selling a product, machine, or what not, made by somebody else. The quality is described on the label, or on a tag, or in a catalog, or in advertising. The dealer doesn't know anything about it, except what he gets from the same source of information that everybody has. This tractor case submitted to me seems to be a case like this.

The thing sold falls down. It doesn't fulfill its guarantee, or the representations made for it. No suit can be successfully brought against the dealer, and I predict that the one brought against the Western Motor Co. will fail. Unless they made themselves responsible by some representations of their own.

For instance, suppose a prospective buyer for some product made by somebody else comes to a dealer handling it and talks the thing over, in other words, gets a line on the thing he is proposing to buy. The only safe course for the dealer in such a case is to merely repeat what the manufacturer has said about the article, and to make it clear and plain that he is merely repeating the manufacturer's statements and is not saying anything at all on his own responsibility. Very often dealers don't do this—they make the statements and the representations just as if they were their own. When they do that they are liable if the thing goes wrong, for they have made their personal representation and given their personal warranty.

For instance, in a case like this, a customer wrote to a dealer ordering a certain machine, stating that it was to do certain work. The dealer replied, "You may rely on having a first-rate machine, which will do your work in a satisfactory manner." The court held that that was a specific warranty by the dealer, and he was responsible under it. But the case books are full of cases deciding that the dealer is not responsible when the sale was made alone on the manufacturer's representation and the manufacturer's guarantee. In one case some cloth went wrong, and the buyer sued the dealer instead of the manufacturer. The case was dismissed, the court ruling that the dealer was merely a merchant, selling cloth not his own manufacture, and there was no implied warranty even against latent defects.

The same thing was decided in another case where a dealer bought some wrought iron shafting from the manufacturer. After being installed it broke. The buyer sued the dealer, but was thrown out of court.

Of course, a dealer who is asked about the quality of some article he is selling, doesn't quite have to preface everything he says with "the manufacturer says this" and "the manufacturers says that." He can express his opinion, belief, judgment, or estimate at any time without being responsible, for such expressions are not warranties at all.

HARDWARE DEALER'S WISE DAUGHTER

Lucy—When it comes to love, I wouldn't give a thought to how much a man is making.

Maud—Neither would I, dear. What would primarily interest me would be how much he had already made. There's no use taking chances.

APPROPRIATE READING

"Our butcher's boy wants to improve his reading and asked me to suggest some suitable authors to him."

"I'd tell him to begin with Hogg, Lamb and Bacon."

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The photograph shows a Packard Collapsible Brougham equipped with Ultra Glass. Illustration below shows ordinary glass.

The New Safe Glass for Wind-Shields and Enclosed Cars

Ultra Glass is recommended for wind-shields and enclosed cars. It is also being used by railroads and other public utilities---for port-holes and steam gauge guards---for revolving doors and jeweler's show cases---to minimize the risks of glass anywhere. It can be supplied in colored tints.

SALES PROPOSITION

Since Ultra Glass cannot be cut after having been made, it must be made up to the exact size and shape required.

Thus it makes an ideal dealer proposition—no stock, no cutting, no work whatsoever.

The dealer merely carefully measures, orders by template and mounts and makes a reasonable time charge for mounting.

Write for further information and liberal discounts.

Ultra Glass, the glass that is safe, is impenetrable. Under direct impact or indirect concussion (e. g. door slam), it is non-scattering. Ultra Glass does not fall, fly or scatter. It resembles in appearance the finest plate glass—polished and lustrous.

Its elastic limits are great; its strength is incredible. You can hit a sample with a hammer and prove it. Send for a sample.

Given an almost imperceptible tint as well, Ultra Glass tends to eliminate road glares. It softens the glare of approaching head lights.

ULTRA GLASS
A GLASS THAT IS SAFE

Write for a copy of an illustrated booklet, giving further information

Pacific Coast Distributors

THE WESTERN AGENCY'S COMPANY, 285 Minna St., San Francisco, Cal.

GLASS FOUNDERS CORPORATION
MILLTOWN, NEW JERSEY

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FACTORY INSPECTION OF TIRES

Now that good standard automobile tires have reached a degree of perfection permitting motorists to operate their cars with no more anxiety about their tires than about any other part of the machines, it is interesting to note just what part is played in tire building by the rigid inspection systems of our big tire manufacturing companies.

One of the advantages that the big manufacturer has is the great thoroughness with which he can afford to inspect his product in its different stages of manufacture. Where thousands of tires are built daily the work of an inspector covers but one single operation of the many that are involved in tire building.

Just how extensive an inspection department one of our great tire manufacturing companies maintains, to insure uniform quality in its product and universal satisfaction among its customers, is indicated in the statement of a factory executive that more than 1,200 men are employed simply to inspect product and see that in every department, as tire construction advances from one operation to another, none but perfect materials and workmanship enters into its make-up.

"This rigid system of inspection really begins long before the materials arrive at our factory," he says. "We have our men in the remote corners of the world, who buy up what rubber we do not raise on our far eastern plantations, and who insist that only the best grades of rubber be shipped overseas to our factory. And in the manufacture of our tire fabric in our mills, we insist that our inspectors reject every piece of cloth that is not absolutely perfect. Our fabric-making machinery is so delicately arranged that even in the seemingly unimportant operation of rolling twisted strands of cotton on big spools, the breaking of a single thread automatically stops the machinery, permitting the operator to detect the difficulty at once.

"The different stages of preparation through which tire building materials pass are all thoroughly watched. The washing of the rubber, the mixing of the chemical ingredients that must become a part of the rubber compound to insure perfect vulcanization, the 'working up' of the rubber stock, the frictioning of the tire fabric, the construction of the bead—all these are mercilessly inspected to insure the entrance of none but perfect materials.

"Then as the tire is built up by the tire builder—either by machine or by hand—the inspector is standing by to see that each successive operation is perfectly accomplished. Even after the tires are taken, steaming hot, from the big vulcanizing vats, the wrappings are removed and the tires rigidly examined for any imperfections which may have developed through vulcanization.

"And in this last inspection our men are merciless. Sometimes a tire comes up for its last inspection with but a slight imperfection—usually in appearance only—intensified by vulcanization. The chances are 99 to 1 that it will run out its full mileage with proper care. No one will ever know. But we insist that it be rejected."

NEW S. A. E. TIRE INFLATION SCALE

Despite the constant stress being placed by tire manufacturers on the importance of proper tire inflation, from the standpoint of long mileage, the vast majority of tire users continue very careless in this respect, according to some of the tire makers.

"The tire users, as a body, don't seem to realize that underinflation, and sometimes overinflation, are more injurious to the tires than bad roads, careless driving and the other handicaps that beset the average tire," declares one of the best informed of tire salesmen.

"It's an old story. Nevertheless, inflation trouble is so unnecessary that one cannot ignore the terrific abuse that pneumatic tires undergo in this respect. Manufacturers and dealers spend a great deal of money for literature that will show the motorist the proper inflation required for his tires, but only a comparatively few of the motorists profit thereby. The others either lose the data or pay no attention to it.

"While it is true that the proper degree of carrying capacity and inflation may vary slightly with different makes of tires, a standard scale carefully arrived at could be used to advantage by all motorists. One of the best general scales for capacity and inflation is that recently adopted by the Tire and Rim Division of the Society of Automotive Engineers."

The scale referred to is as follows:

	FABRIC TIRES		CORD TIRES	
Tire Size.	Maximum Load Per Tire	Corresponding Air Pressure	Maximum Load Per Tire	Corresponding Air Pressure
3	375	45	400	40
3½....	570	55	600	50
4	815	65	850	60
4½....	1,100	75	1,200	70
5	1,500	85	1,700	80

ENCOURAGEMENT

An Easterner was touring Illinois in his car and had several mishaps. His wife's curiosity being excited by a certain proceeding of his in this relation, finally asked:

"I notice that every time the car breaks down, you fish out your state license and examine it very carefully. Why do you do that?"

"For encouragement, my dear," replied the motorist. "The license states that I am competent to operate the machine."

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"Another Fleet Order for United Plugs

UNITED

Made for a Purpose —Consistent Ignition

"Owners of large truck fleets have found that United Heavy Duty Spark Plugs survive the hard work and abuse of truck service.

"You know United Spark Plugs are so well made that they can be taken apart, cleaned and re-assembled with the same absolute leak-proof adjustment given at the factory.

"Truck owners want the 'Lockt' Terminal — for it gives a positive contact that no truck vibration can loosen.

"And listen, Bill, the truck field offers an unlimited market for United Spark Plugs because the United Heavy Duty is a sturdy, sure and dependable plug for motor trucks. I'm for pushing them harder than ever. United Plugs are repeaters—and we make a good profit on each sale.

"We'll sell United Spark Plugs to every truck, tractor and passenger car owner in this district."

RETAIL PRICE

Heavy Duty.....$1
for Trucks and Tractors

Junior Type.....75c
for Passenger Cars

Ask your Jobber for the Plug in the Yellow Checkerboard Box

United Manufacturing & Distributing Co.
LAKE SHORE DRIVE AND OHIO STREET CHICAGO, ILLINOIS

Pacific Coast Representative
A. C. RIDDELL,
Marvin Bldg., San Francisco, Cal.
Higgins Bldg., Los Angeles, Cal.

New York Representatives
GRAY-ANDREWS CORPORATION
73 Warren St., New York

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MARSHALL FIELD'S IDEA AND IDEALS

This is the Marshall Field & Co. idea:

"To do the right thing at the right time, in the right way; to do some things better than they were ever done before; to eliminate errors; to know both sides of the question; to be courteous; to be an example; to work for love of the work; to anticipate requirements; to develop resources; to recognize no impediments; to master circumstances; to act from reason rather than rule; to be satisfied with nothing short of perfection."

Here are Marshall Field & Co.'s ten ideals. Can you beat them?

I.—Courtesy

We desire to have this store notable for the marked and genuine courtesy of its employes. Not the kind of courtesy that looks "put on," but the kind that grows out of a heart-felt desire to satisfy the wishes of the customer, and make shopping a pleasure.

II.—Thoroughness

We desire to have a spirit of thoroughness permeate every detail of this business—buying, selling, stock-keeping, office work, everything. Don't be satisfied with superficial work. Let it be one of your aims to be thorough. Let it be a fixed determination with you to slight nothing that is worth doing at all, but to do it thoroughly.

III.—Integrity

Our idea of integrity goes deeper than merely not doing dishonest things. It means being sound through and through. It means serving the customer's best interest whether the customer knows it or not. It means merchandise that is faultless when judged by any standard.

IV.—Progressiveness

We should strive to do things better and better. The standards which once satisfied us should be outgrown, and new and higher standards established. It is folly to think that perfection has been reached on any point, and until it is we ought to keep on working towards it. We ought to take some notable step forward every day of the year.

V.—The Right Spirit

It makes a great difference what spirit we do our work in. Saying the right words with the wrong spirit behind it isn't right, and does not accomplish the desired result. You have to think right before you can act right. The right spirit is that which takes pride in doing things right because it is right—because you love the right.

VI.—Forethought

In every transaction we should consider what is best in the long run. It is sheer folly to do things for today's gain at the expense of tomorrow or next year. Try to make every sale with the thought of bringing the customer back again.

VII.—Salesmanship

By good salesmanship we do not mean selling a customer something she doesn't want. We mean the art of finding out just what the customer does want and giving her that thing—using your knowledge of the merchandise to assist her in making a selection that will be most satisfactory. Always think of the customer's interest—that is salesmanship as we understand it.

VIII.—Ideas

Ideas are the motive power of the world. They come to everybody, but many people do nothing with them because they don't appreciate them; they don't see how far-reaching they are. We would like to put into this business every good idea we can get, and we are pleased to have employes tell us of every point they think will help this business.

IX.—Cooperation

We should like to see every part of this business cooperate perfectly with every other part, and we ask every individual member of this organization to see that this is done. Cooperation will prevent many a needless effort. Cooperation doesn't mean the mere absence of friction, but a heartfelt interest in the welfare of the business as a whole, and a desire to utilize in every section the good points which have been worked out by every other section.

X.—Enthusiasm

Genuine enthusiasm means a keen and intelligent interest in what you are doing. Nobody can get very far without it. Your work ought to be full of interest for you. If it isn't it is probably because you don't think the right way about it. That is where enthusiasm comes from—thinking.

THE MERRY MUSE

Who plans to make your future bright?
Your little wife.
Who cooks to tempt your appetite?
Your little wife.
Who tells her women friends that you
Are the one grand husband through and through?
Who's the best girl you ever knew?
Your little wife.
Who pats your cheek when you get home?
Your little wife.
Who smoothes the thin hair on your dome?
Your little wife.
Who looks at you, her brown eyes clear,
And, snuggling to you extra-near,
Says, "This is payday—ain't it, dear?"
Your little wife.

—Olen L. Boucher, in Life.

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Aside From Its Actual Superiority It Should Be Your Favorite

IN all our national advertising, the object has been to prepare the way for you, so that when you mention the Johns-Manville Fire Extinguisher to your customers, they will readily accept it.

We have consistently built confidence in the ability of this extinguisher, with its effectively steady stream, to kill incipient blazes, as recommended by the Underwriters' label. We have told its price and that it should be bought—from you.

Consumer acceptance, at an advertised price, from recognized dealers, is always associated with the Johns-Manville Fire Extinguisher.

Our Jobber Dealer Sales Policy assures you real trade protection.

Write for details.

IN U. S. EAST OF COLORADO
Price $10.00
$10.50 Colorado and West
$12.00 in Canada, East of Calgary
$12.50 Calgary and West

The Johns-Manville Fire Extinguisher is examined, approved and labeled by the Underwriters' Laboratories, Inc., under the directions of the National Board of Fire Underwriters.

Equip your car or truck with the Johns-Manville Fire Extinguisher and save 15% on cost of fire insurance.

H. W. JOHNS-MANVILLE CO.
New York City
10 Factories—Branches in 63 Large Cities

JOHNS MANVILLE SERVICE
COVERS THE CONTINENT

Through—

Asbestos

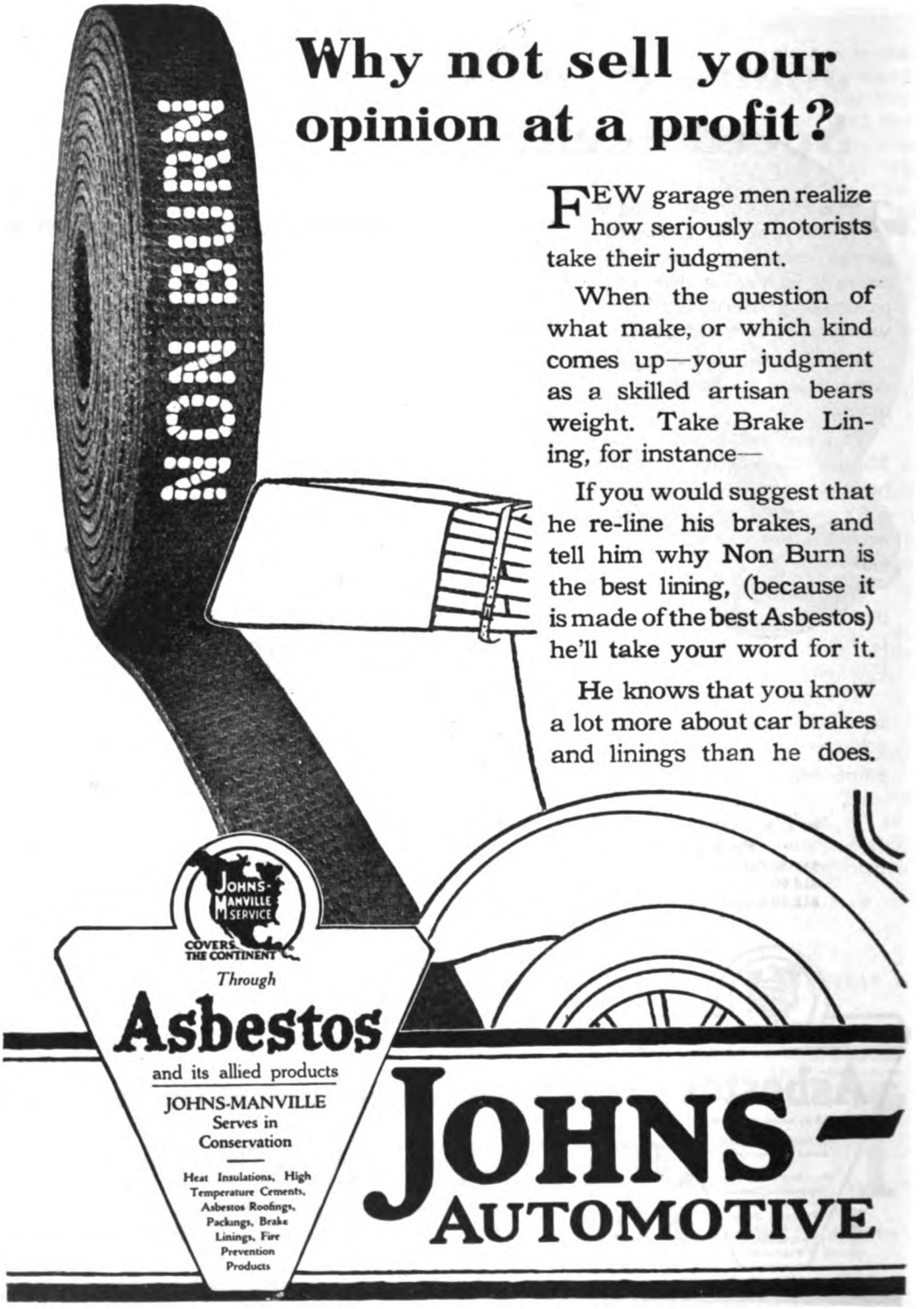
and its allied products

JOHNS-MANVILLE
Serves in Conservation

Heat Insulations, High Temperature Cements, Asbestos Roofings, Packings, Brake Linings, Fire Prevention Products

JOHNS-MANVILLE FIRE EXTINGUISHER

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Johns-Manville Speedometer for Fords

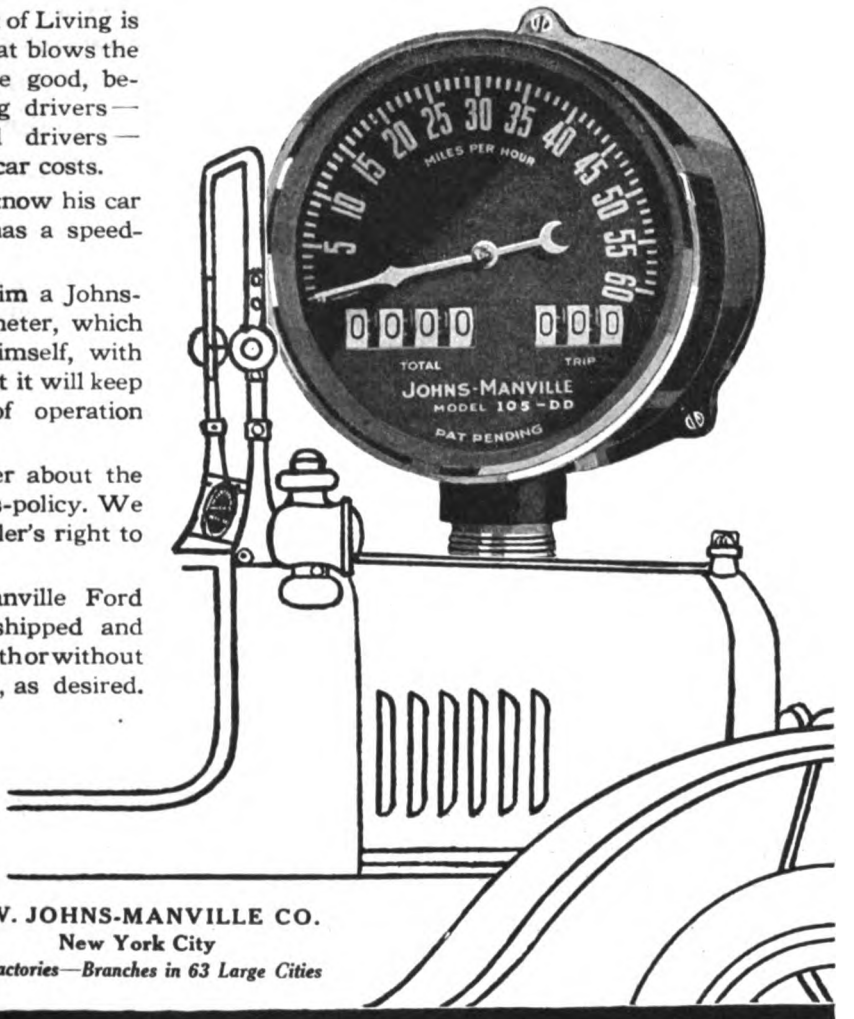
THE High Cost of Living is the ill wind that blows the garage man some good, because it is making drivers—particularly Ford drivers—watchful of their car costs.

A driver can't know his car costs unless he has a speedometer.

You can sell him a Johns-Manville Speedometer, which he can install himself, with full assurance that it will keep accurate track of operation expenses.

Ask your jobber about the details of our sales-policy. We believe in the dealer's right to trade protection.

The Johns-Manville Ford Speedometer is shipped and sold assembled, with or without instrument board, as desired.



Price, complete with instrument board, $12.00.

West of Denver, $13.00.

H. W. JOHNS-MANVILLE CO.
New York City
10 Factories—Branches in 63 Large Cities

MANVILLE EQUIPMENT

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METHODS OF SECURING MORE BUSINESS THAN YOUR COMPETITOR

Of two stores, selling about the same quality of goods and rendering equal service, the one which presents the best appearance draws the most trade.

If you have been looking for a way to get the "edge" on a competitor try the experiment of making your place of business more attractive looking than his. It's a safe bet that it will soon cease to be an experiment and become one of your recognized aids to bigger sales. For an attractive appearance has a way of helping the dollars out of a customer's pocket.

First Impressions Linger

"First impressions linger," so, to start with, turn your attention to the outside of your store for that's what Mr. Motorist sees first.

Ask yourself these questions:

Are my outside signs neat and new or shabby and weather beaten? Is the gilt lettering on my windows scaling off and, if so, shoudn't I have it touched up a little? Would a fresh coat of paint improve the exterior of my store?

And finally, am I making the most of my windows?

Selling Power of Soap and Water

Windows ought to be clean. If you'll walk by the leading clothing, jewelry and drug stores of a city at a certain hour every morning you'll find a boy with a long handled squeegee making the windows shine. Why shouldn't your own windows be as clean? A discriminating man doesn't frequent a restaurant which has fogged and fly-specked windows. And he doesn't like to trade with the tire dealer who fails to appreciate the selling power of soap and water.

Now that you have made it easy for the passerby to see through the glass, let's make sure that he finds a worth while display behind it.

And right here, no matter how proud you are of your stock, resist the temptation of putting it all in your window. The dealer who fills this valuable space with numerous tires piled high does not understand the principles of window dressing. For the eye will transmit a definite and permanent impression of a few objects but a very indefinite and fleeting impression of a dozen or more.

A Stunt in Window Display

For example, if you sell pneumatic truck tires, try the stunt of standing a single casing—say a 38x7—in your window with its tube draped through the center. Then count the number of people who stop to wonder at a tire of that size.

Or, place a few accessories in the window and in the middle put a 30x3½ cord with a neat sign reading "A Cord for Your Ford."

There is one way of displaying a good many articles at once without causing a confused and crowded effect. That is through the use of dividers or partitions in your window. These are removable and are ordinarily from one to three feet high in the back, sloping toward the front. They may be made from heavy card-board covered with cloth, or of wood and stained attractively.

With the window thus divided into three parts, for instance, one could show two or three tires in the center section, some accessories on one side and perhaps on the other two or three cans each of the various oils you handle. The effect will be far different than it would be without the dividers.

Adding "Class" to Your Store

Backgrounds and floor coverings for the window ought to receive some consideration. Too often the backgrounds which manufacturers ship to dealers are gathering dust in some obscure corner of the store. They have been designed by men experienced in window trimming, help to catch and hold the attention of the passerby and set off the display to the best advantage. They help move the manufacturer's goods—else he wouldn't have gone to the care and expense of preparing them.

A window without a floor covering is often like a room without a rug—it looks uninviting. Some material from a dry goods store or a rug in the window will add a lot of "class" to your store.

Passersby vs. Passers Buy

This effect may sometimes be secured by the use of plants or an arbor arrangement of vines as a background. These are just suggestions. The idea is that other things can very profitably be used in a window to assist in selling the goods.

A study of this subject of window dressing will constantly show new ways of arresting attention. The novel and unusual scheme compels a man to stop for a second look. Well arranged windows are powerful magnets for drawing trade inside. As one man has expressed it, they change passersby to passers buy.

COURTESY

A balm for wounded feelings.
An ointment for hurt minds.
A cure for bad tempers.
A magnet for respect.
An invitation for approval.
A vehicle for friendship.
A fortress against disfavor.
A cultured grace of conduct.
A musical setting for conversation.
A joy between relatives.
A duty between friends.
An honor between enemies.
The end of distrust.
The beginning of love.

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The Name Behind The Tire





IN '91, a lone prospector discovered gold in Cripple Creek Canyon, inciting the famous '91 rush for gold, which four years later, showed average findings of $6,878,137 a year.

About this time, Gormulley & Jeffery discovered the golden opportunity that lay in the pneumatic tire, destined to revolutionize modern vehicle travel.

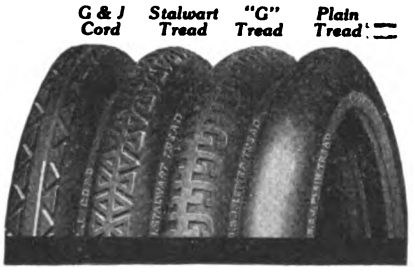
Stock a line that after a quarter-century of scientific advancement moves in the vanguard of American-made pneumatic tires.

G. & J. TIRE COMPANY

1790 Broadway, New York

G & J DISTRIBUTORS

Baker-Hamilton & Pacific Co., San Francisco, Cal.
Bailey-Lebby Co., Charleston, S. C.
Barker-Jennings Hdwe. Corp., Lynchburg, Va.
Benton County Hdwe. Co., Rogers, Ark.
Berrodin Rubber Co., Philadelphia, Pa.
Chapin-Owen Co., Inc., Rochester, N. Y.
Colladay Hdwe. Co., F., Hutchinson, Kan.
Cooper & Leonard, Bennington, Vt.
Dennis Auto Supply Co., Richmond, Va.
Donnan Hdwe. Co., W. S., Richmond, Va.
Drennen Motor Car Co., Birmingham, Ala.
Drury & Kelley Hdwe. Co., Cadillac, Mich.
Fisher Bros. Paper Co., Fort Wayne, Ind.
Fox Bros. Hdwe. Co., Pine Bluff, Ark.
Gladstone Tire & Supp. Co., New York City
Gunby Co., L. W., Salisbury, Md.
Harper & McIntire Co., Ottumwa, Ia.
Hatcher Co., A. S., Macon, Ga.
Heitmann Co., F. W., Houston, Texas
Inter-Mountain Elec. Co., Salt Lake City, Utah
Jenney-Semple-Hill Co., Minneapolis, Minn.
Keeler Motor Car Co., Williamsport, Pa.
Leonard Hdwe. Co., C., Petersburg, Va.
Johnstown Auto Co., Johnstown, Pa.
James C. Lindsay Hdwe. Co., Pittsburgh, Pa.
Ludwig Tire & Vulc. Shop, Hagerstown, Md.
Manhattan Oil & Linseed Co., St. Paul, Minn.
Miller Bros. Hardware Co., Richmond, Ind.
Monroe Hardware Co., Monroe, N. C.
Murchison & Co., J. W., Wilmington, N. C.
Myers, Geo. W., Harrisburg, Pa.
Ohio Rubber Co., Cleveland, O.
Post & Lester Co., The, Hartford, Conn.
Russell Hdwe. Co., McAlester, Okla.
Schelly & Bro., C. V., Allentown, Pa.
Semmes Hardware Co., Savannah, Ga.
Shannahan & Wrightson Hdwe. Co., Easton, Md.
Stratton & Terstegge Co., Inc., Louisville, Ky.
Sullivan Tire Co., L. E., Washington, D. C.
Summers Hdwe. Co., Johnson City, Tenn.
Teague Hardware Co., Montgomery, Ala.
Thomas-Ogilvie Hdwe. Co., Inc., Shreveport, La.
Townley Metal & Hdwe. Co., Kansas City, Mo.
Trautwein Tire & Repr. Co., Brooklyn, N. Y.
Wyeth Hdwe. & Mfg. Co., St. Joseph, Mo.



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$20,000,000 GOODYEAR PLANT FOR FAR WEST

The Goodyear Tire & Rubber Company of California has been organized to construct and operate an adjunct to the plants of Akron, which have grown by leaps and bounds during the last decade.

The California Company has a capitalization of twenty millions; will employ something like 7000 workers at the start; and will have an initial capacity of 7500 tires per day. There will be cotton mills operated by a subsidiary company, the Pacific Cotton Mills Company, with 33,000 spindles and a capacity of 75,000 pounds of cord fabric and 75,000 pounds of woven fabric each week. It is ultimately planned to expand both industries to four times the original capacity.



O. F. OSTERLOH
Secretary of the Goodyear Tire & Rubber Co. and manager of the new factory recently established at Los Angeles.

To the active management of this great business and the work of arranging its expansion, comes Secretary A. F. Osterloh, who has been intimately identified with the company since four years after its organization. Starting out as a salesman in Chicago territory, Mr. Osterloh was subsequently made branch manager and then manager of the western sales division. He was then brought to Akron as assistant secretary of the company and, in 1915, became secretary. While salesmanship had been his forte, since becoming an officer of the company he has given his attention to other phases of the industry, and his ideas have been prominent in the formation of the policies.

His selection for this responsibility on the coast is a fitting recognition of his past achievements.

WHEN YOU KNOW A FELLOW

When you get to know a fellow, know his joys and know his cares,
When you've come to understand him and the burdens that he bears,
When you've learned the fight he's making and the troubles in his way,
Then you find that he is different than you thought him yesterday.
You find his faults are trivial and there's not so much to blame
In the brother that you jeered at when you only knew his name.

You are quick to see the blemish in the distant neighbor's style,
You can point to all his errors and may sneer at him the while,
And your prejudices fatten and your hates more violent grow
As you talk about the failures of the man you do not know.
But when drawn a little closer, and your hands and shoulders touch,
You find the traits you hated really don't amount to much.

When you get to know a fellow, know his every mood and whim,
You begin to find the texture of the splendid side of him;
You begin to understand him, and you cease to scoff and sneer,
For with understanding always prejudices disappear.
You begin to find his virtues and his faults you cease to tell,
For you seldom hate a fellow when you know him very well.

When next you start in sneering and your phrases turn to blame,
Know more of him you censure than his business and his name;
For it's likely that acquaintance would your prejudice dispel
And you'd really come to like him if you knew him very well.
When you get to know a fellow and you understand his ways,
Then his faults won't really matter, for you'll find a lot to praise.

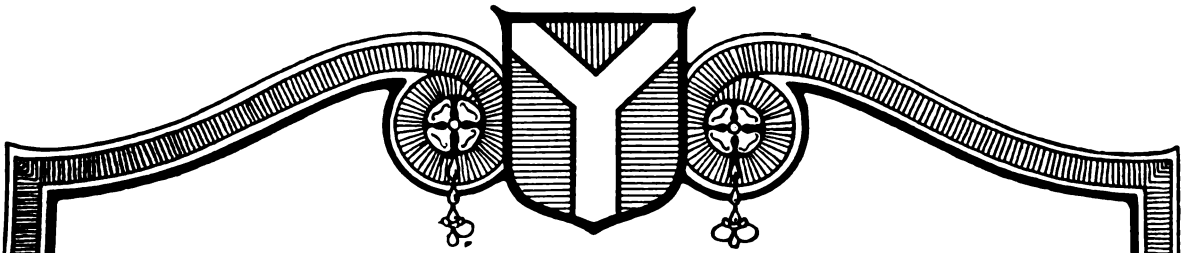
—From A Heap o' Livin', by Edgar A. Guest.



Pack's Pineapple Eyesnip

is the superior and best eyesnip on the market. It is a kitchen article that every hardware dealer should handle. It is a big seller. Literature and prices upon request. Sample 25 cents.
Order Now
Christian Schlicker Mfg. Co.
Rochester, N. Y.

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TUNGSTEN

TRADE MARK REGISTERED

SPARK PLUG

Always on the job

Endorsed and sold by the following Jobbers

Amarillo, Texas...Amarillo Hardware Co.
Austin, Texas.....W. H. Richardson & Co.
Binghamton, N. Y..C. L. & C. R. Heath.
Boston, Mass..... S. Eugene Proctor Co.
Boston, Mass... . Butts & Ordway Co.
Buffalo, N. Y.....James G. Barclay
Calgary, Alberta.. Motor Car Supply Co.
David City, Neb...Kopac Brothers
Denver, Colorado..Foster Auto Supply Co.
Edmonton, Alb'ta. Motor Car Supply Co.
Evansville, Ind....Boetticher & Kellogg
Elmira, N. Y.....Turner Electric Company
El Paso, Texas.... Borderland Auto Supply Co.
Fargo, N. Dak.... Marshall Oil Company
Fort Wayne, Ind.. Lomont & Co.
Fort Worth, Tex... Texas Auto Supply Co.
Gainesville, Ga....Pruitt-Barrett Hdw. Co.
Jacksonville, Fla..Consolidated Co.
Jackson, Miss.....T. McClelland Hardware Co.
Los Angeles, Cal.. Harper & Reynolds
Lincoln, Neb.....Marshall Oil Company
Kansas City, Mo..Marshall Oil Company
Marshallton, Ia... Marshall Oil Company
Memphis, Tenn... Ozborn Auto Supply Co.
Minneapolis, Minn Marshall Oil Company
Nashville, Tenn...Hersig Auto Supply Co.
Natchez, Miss.....Geisenburger & Friedler
New York City...Masback Hardware Co.
Portland, Ore.....R. M. Wade & Co.
Phoenix, Ariz.....Arizona Hardware & Supply Co.
Rochester, N. Y...Rochester Auto Supply Co.
San Antonio, Tex..Woodward Carriage Co.
San Francisco, Cal.Baker Hamilton Pacific Co.
Sacramento, Cal...James S. Remick Co.
Seattle, Wash.....Seattle Hardware Co.
Sherman, Texas...Roberts, Sanford & Taylor
Stockton, Calif... James S. Remick Co.
Syracuse, N. Y....Burhans & Black
Thomasville, Ga...Cooper Auto Supply Co.
Toledo, Ohio.....Peter, Sattler & Co.
Toronto, Ont.....A. R. Williams Mach. Co.
Utica, N. Y.....Horrocks, Ibbotson & Co.
Vancouver, B. C...Wood, Vallance & Leggat
Waco, Texas.....McLendon Hardware Co.
Washington, D. C..Addison Smith Co.
Vicksburg, Miss...O'Neil & McNamara Hardware Co.
Winnipeg, Man... Great West Saddlery Co.

TUNGSTEN MFG. CO., Marshalltown, Iowa

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PUSHING SPORTING GOODS IN MONTANA

Herewith we present a reproduction of the 1919 hunting window of the Rivenes-Wester Hardware Co., Glendive, Montana.

The picture alone is evidence of the enterprise of this firm, particularly of President David Rivenes, who personally trimmed the window. With a background of greens and foliage, suggestive of the game and of the outdoors, a clever selection of sporting goods is displayed.

Not very many, to be sure, but in that lies the art. A window brim full of ammunition, sporting goods and miscellaneous hardware, is enough to discourage the eye of the passerby, but a few articles, temptingly arranged, and suggestive of their alluring use, just as we see them here, will tempt a buyer every time.

Mr. Rivenes assures us that the "proof of this pudding was in the eating," for he reports that his company received a full share of the sporting goods trade this year.

W. T. Hedges, salesmanager of the Pyrex division of the Corning Glass Works, has sailed for Europe on an extended trade investigation. During his trip, Mr. Hedges will visit the industrial centers of Europe, gathering information from manufacturers and retailers which will be utilized in the further development and extension of the sale of Pyrex Transparent Oven Ware.

V. C. Kerr & Co., well known manufacturers' representatives at Boise, Idaho, would like to get in touch with some manufacturer of steel goods, hay forks, shovels, and other goods to handle in connection with their lines of hardwood and finished iron wagon stock. They are doing a nice business and report an excellent outlook.

The Alert Tool Company, Philadelphia, maker of high grade, long reach tap wrenches and mechanics' tools, whose announcement appears elsewhere, are represented in the west by the Caldwell Sales Company of San Francisco, California. Mr. Caldwell reports that the keen tool buyers of the west are fast learning where to turn for the "better than good" in tap wrenches.

REMINGTON TO MARKET CUTLERY

A new and highly specialized line of cutlery will be placed upon the market immediately by the Remington Arms Union Metallic Cartridge Co., Inc., New York City. It is with great pleasure the company announces the association of C. W. Tillmanns and A. H. Willey in the designing, production and marketing of the new product. Both of these men possess a long and thorough experience in and wide knowledge of the cutlery business, and both are widely known to the trade and in the foreign field.

Equipment, tools and dies for the economical production of a highly specialized product will be entirely new and of the most modern type that the engineering resources of the company can develop. A careful investigation of the cutlery industry as it exists at present has been made not only in this country but abroad, and the company's survey of the general situation influenced them in their decision to engage in the manufacture of cutlery.

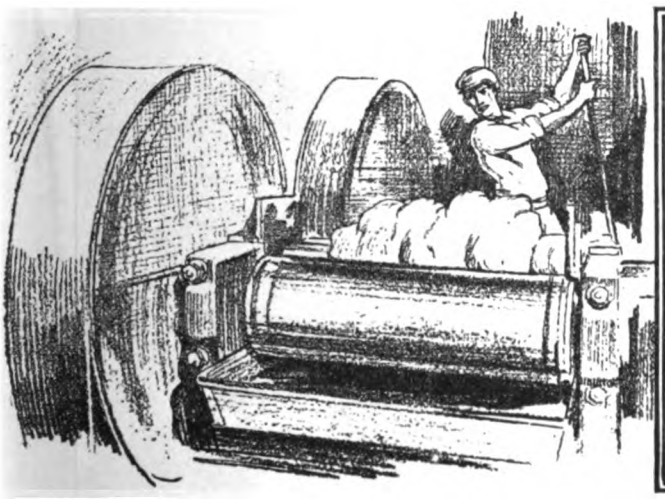
The Remington line of cutlery will not be ready for the market until some time in 1920. In due time the company will announce when production shall have reached a point where they are able to accept business. In line with the Remington policy, the entire cutlery line will be marketed through the jobbing trade.

C. B. Wilson, a merchant of Helena, Mont., has added a stock of glassware to both his wholesale and retail departments.

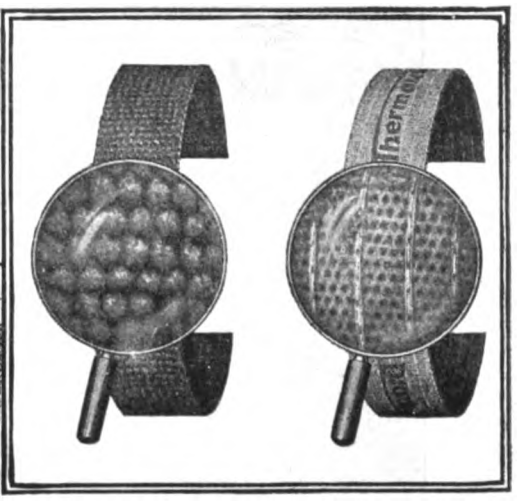
The W. H. Gilbert Sales Co., of San Francisco, have recently been appointed Pacific Coast sales agents for F. W. Trantum, manufacturers of Trantum's Slack Adjusters.

The Caldwell Sales Company, Pacific Coast representatives for the Diamond Saw & Stamping Works, manufacturers of Sterling Hack Saw Blades, report that their Mr. Osborn recently called on the trade in the interior Northwest and met with satisfactory results with the blade. He says: "They don't scratch—they cut."

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MIXING *GRAPNAL*



Ordinary woven lining

Notice the loosely woven texture.

Wears down quickly and unevenly.

Loses its gripping power as it wears.

Thermoid Hydraulic Compressed Brake Lining

Notice the compact texture.

Wears down slowly.

Gives uniform gripping surface until worn wafer thin.

The only brake lining that is "*Grapnalized*"

No other brake lining can be

An exclusive process

ONE of the most dangerous defects which a brake lining can possess is its inability to resist moisture.

Moisture from any source—rain or water as well as oil and gasoline, causes cheap linings to become swollen and "mushy," which makes them slip and grab. Automobile accidents due to failure of the brakes can in almost every case be traced directly to this cause. Woven linings absorb a large quantity of moisture.

Every foot of Thermoid Brake Lining is subjected to the special process of ***grapnalizing*** which makes it impervious to water, oil, gasoline, dust, etc. Thermoid is absolutely moisture proof.

What *Grapnal* is

Grapnal is a special compound, discovered and used exclusively by the makers of Thermoid Brake Lining. The special formula by which ***Grapnal*** is made contains ingredients which have great moisture resisting properties.

The asbestos fabric is thoroughly impregnated with ***Grapnal***. Under hydraulic pressure and terriffic heat, ***Grapnal*** becomes an integral part of the brake lining.

Satisfaction and future patronage for Thermoid dealers

Thermoid is the 100% lining by virtue of the exclusive processes under which it is made.

It has proved best by test in the scientific laboratory as well as by use over thousands of miles of road.

Many of the motor transports in Pershing's army were equipped with Thermoid which proved "responsible" in every critical emergency and which stood unlimited wear and tear.

You owe it to your trade to sell Thermoid—it insures satisfied customers and means a permanent, increasing business.

Every foot of Thermoid is backed by the famous guarantee: ***Thermoid will make good—or WE WILL***

Thermoid Rubber Company

Factory and main offices, Trenton, N. J.

New York Chicago San Francisco Cleveland Detroit
Los Angeles Philadelphia Pittsburgh
Boston London Paris Turin

Canadian distributors

The Canadian Fairbanks-Morse Company, Limited, Montreal

Branches in all principal Canadian cities

Thermoid Brake Lining

Hydraulic Compressed

Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires"

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DON STANBERY IN NEW FIELD

An announcement of particular interest to Western buyers and Southwestern dealers is the resignation of Don Stanbery, sales manager of the Union Hardware & Metal Co., to join the organization of John T. Rowntree Co., Inc., one of the leading manufacturers' representatives in the western half of the United States.

Mr. Stanbery believes his new connection offers a wider field and larger opportunity, where he will be able to adapt his experience to advantage.

For over twenty-three years Mr. Stanbery has been a member of the Union Hardware & Metal organization and he goes to his new work a thoroughbred long experienced hardware man, as well as an aggressive, spirited, enthusiastic business man and salesman.

His keen mind and magnetic personality have always made him a valuable member of the organization which he has served so faithfully, and his almost countless friends will be glad to receive him and cooperate with him in his new work.

Because you and I think so, does not make it so! Let's get at the facts!

Always keep in mind the goal toward which you are aiming, and think constantly how you can best reach it.

Once upon a time, the Great Teacher, knowing the thoughts of his hearers, said sadly: "Wherefore think ye evil in your hearts." Evil poisons us, and limits God.

THE NEW TONGUE

Two girls were quarreling. "You're always saying mean things about people," said one to the other. "The trouble with you is you've got a chauffeur's tongue.

"A chauffeur's tongue?" echoed the other girl.

"Yes," was the answer. "It's always running people down."



NEW SALES MANAGER FOR UNION HARDWARE AND METAL CO.

Suceeding Don Stanbery as sales manager is E. C. Hutchinson, also a veteran in the Union ranks. He is a trained and eminiently capable hardware salesman, having spent practically all his life in the hardware business. For years he has represented first the Pacific Hardware & Steel Co. and later the California Hardware Co. among the merchants and buyers of the West.

He has been one of the best known and most warmly received hardware salesmen and counts a host of friends who will be glad to know of his selection to the important position of sales manager.

Mr. Hutchinson is at the same time fortunate and at a disadvantage. He takes up greater work in a place that has been developed for him and with great opportunity. On the other hand he will find that an exacting precedent has been set by Mr. Stanbery during his years of active and valuable handling of the Union sales.

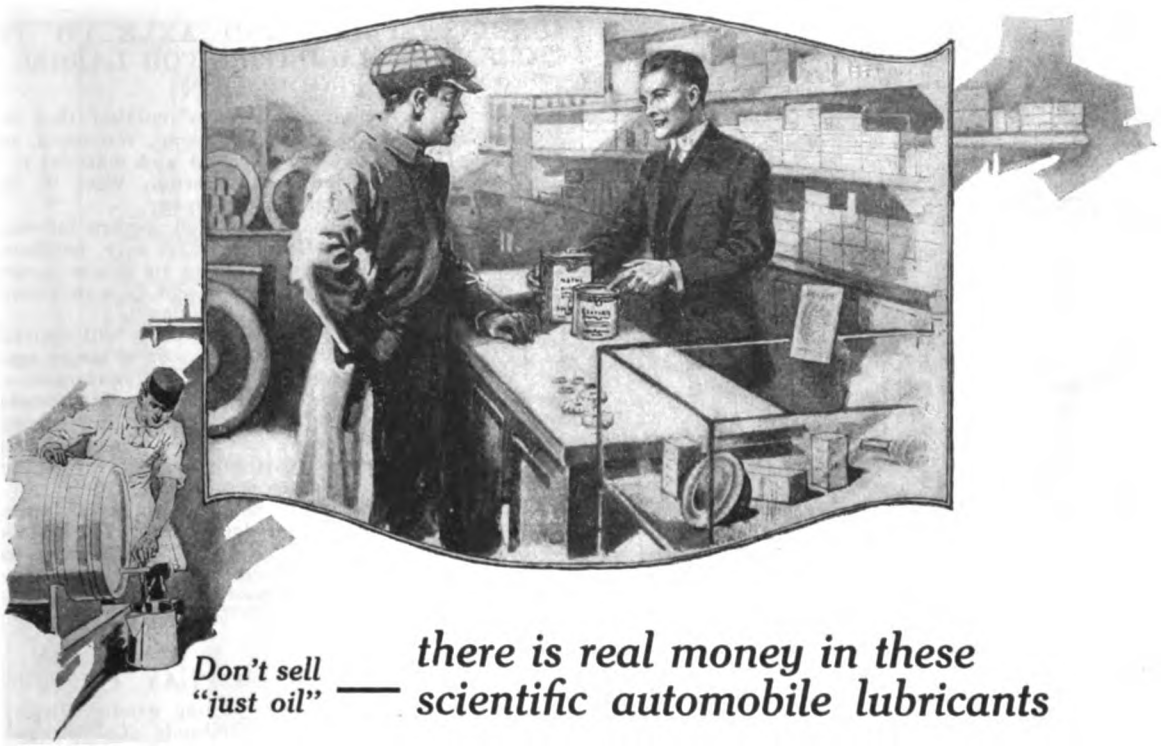
We know, however, that both Mr. Stanbery and Mr. Hutchinson will enter into their new activities with the same aptitude for hard work and habit of accomplishing results that have measured their activities hitherto.

It is not always wise to say all we think, even in a business way.

The business man who thinks much and acts accordingly is always a leader. A wise proverb declares that, "It is for want of thinking that most men are undone."

What people think of you really matters, although we may claim to be so independent that we do not care. Sometimes, to be sure, they are mistaken, then it is unfortunate for us. Avoid even the appearance of questionable habits, carelessness, indifference, stupidity and trickiness. Then people will have no reason to think other than well of us.

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Don't sell "just oil" — *there is real money in these scientific automobile lubricants*

YOU can't build up a big lubrication business by selling "just oil." There is no money in it. The price is low and the profits small. "Just oil" causes a lot of engine trouble and loses trade for you.

If you have the space to handle lubricants (and it takes very little) handle the right kind—Swan & Finch **scientific lubricants.** They will make a lot of money for you.

The motoring public is pretty well tired of "cheap" oils and greases. They want quality lubricants that will keep their cars out of the repair shop. And they are willing to pay a fair price for such lubricants.

Swan & Finch scientific lubricants are made to satisfy that demand. Wherever used they are recognized as high grade. Introduced in a community they soon become famous. Starting in a small way with these superior lubricants you can quickly build up a big substantial lubrication business—with profits to correspond.

Write Today for Interesting Dealer Proposition

SWAN AND FINCH COMPANY
NEW YORK

Quality Lubricants Since 1853

Chicago Philadelphia Hartford Providence

DISTRIBUTORS OF S. & F. LUBRICANTS

Kimball-Upson Company, Sacramento, Cal.; W. E. & W. H. Jackson, San Francisco, Cal.; East St. Louis Gasoline Co., East St. Louis, Ill.; National Electric & Auto Supply Co., Peoria Ill.: W. J. Holliday & Co., Indianapolis, Ind.; Roehm & Davison, Detroit, Mich.; Kelley-How-Thomson Co., Duluth, Minn.; Richards & Conover Hardware Co., Kansas City, Mo.; Flanigan Warehouse Co., Reno, Nev.; Geo. W. Ward & Co., Cincinnati, Ohio; Chanslor & Lyon Co., Portland, Ore.; The Fisk Co., of Texas, Dallas, Houston, San Antonio; Motor Mercantile Co., Salt Lake City, Utah; Union Hardware & Metal Co., Los Angeles, Cal.

NORMAN COWAN, Pacific Coast Rep., San Francisco, Cal.



GEARESE

A transmission and differential lubricant that prevents gear friction in all temperatures.

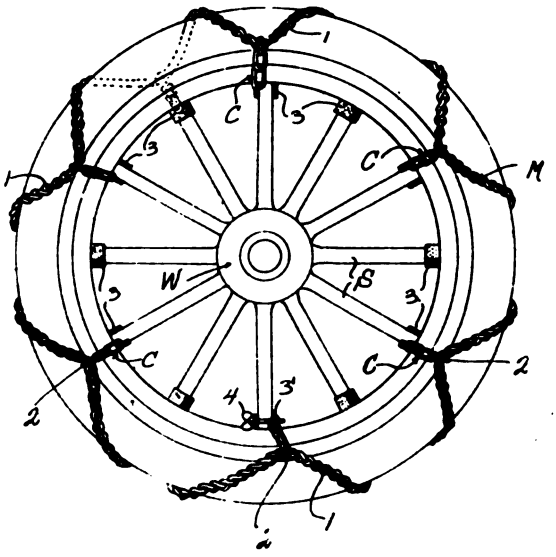


MOTUL

A quality engine oil that prevents friction drag, power loss and cylinder scoring.

SCIENTIFIC LUBRICANTS for SCIENTIFIC LUBRICATION

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NEW ANTI-SKIDDING DEVICE

Charles W. Johnson, an attorney at Pasco, Washington, is the inventor of a new anti-skidding device.

Mr. Johnson tells us that before entering the practise of law he served his apprenticeship as a machinist, and one foggy, wet day, when he was going to work, he noticed a number of machines piled up against the street curb with broken wheels.

This gave him the idea of setting about to make an anti-skidding device, which would be permanent and lasting. He has made one that he claims will outlast any other on the market.

He claims for his device that every link in the chain is a wearing surface, and it is only a question of mathematics to determine the wearing surface of his chain.

He found, by actual demonstration, that his chain would lay flat against the surface of the tire, as the movement of the wheel would draw the same in that position instead of dropping edgewise under the casing.

He also claims that it is not necessary to have the connecting member attached to both ends of the loop which surrounds the spoke, as there is no strain upon this member, and therefore the connecting loop which attaches to the spoke should be made of light oval steel, leather covered, so as not to mar the paint.

Another claim made by Mr. Johnson is that one straight link with a round ring would be sufficient to make connection with the endless member and the spoke hook.

The chain is easily and quickly applied, and after it is applied it is adjusted by a simple thumb nut raising the adjusting link towards the center of the wheel on the spoke.

Mr. Johnson claims that his patents will not infringe upon any other, and he is offering the patent for sale.

A REAL HELP

Pat: "This is the foist time inny of these corporations hev done innything to binnefit the wirking man."

Mike: "How is that, Pat?"

Pat: "It is this siven-cint fare. I hev bin walkin' to and from work and savin' tin cints, and now I kin save fourteen cints."

HIGGINS SPRING AND AXLE CO. INCREASING FACILITIES FOR LARGER PRODUCTION

A mistaken rumor has been circulated that the Higgins Spring & Axle Co., of Racine, Wisconsin, has disposed of its business, equipment and material to a new corporation formed at Edgerton, Wis., by the name of the Continental Axle Company.

This is an egregious mistake and we are informed the Continental Axle Company has only purchased the machinery and stock pertaining to a new department that was created a year or so ago, to manufacture motor trucks, trailer and tractor axles.

The Higgins Spring & Axle Company will continue to do business as heretofore, except on a larger scale as to the other departments in the manufacture of springs of all kinds for passenger cars, motor trucks, trailers, tractors and replacements, as well as springs of all kinds for horse-drawn vehicles. Axles have been manufactured for many years for horse-drawn vehicles and this work will of course continue.

The Higgins Company is installing the latest type of machinery to handle present department of a business which has been known for the last thirty-six years. These departments will be much larger in every respect, to meet the demands for the high grade "quality" goods these various departments are now putting out.

NEW WINCHESTER DISPLAY CONTEST

The power of artistic sales-pulling window displays was so conclusively felt by thousands of Winchester dealers during the fall hunting season last year, as the result of the stimulus provided by the first Winchester fall hunting window display contest that Winchester dealers everywhere will greet with enthusiasm the announcement of a new contest along the same lines this fall.

Prompted by the remarkable interest shown in the first contest, in which over 4,200 dealers entered their window displays, and the flood of letters telling of the great increase in business resulting from the window displays, the Winchester Repeating Arms Company has decided to offer forty-one cash prizes, divided, as last year, into four distinct classes, as an incentive to the production of the most attractive and most effective windows from a sales standpoint.

As last year, a super prize of $100.00 is added for the best window regardless of class, making one winner certain of a total prize of $200.00.

The complete classification plan follows:

Class "A"—Open to dealers in all towns having a population of 50,000 or more.

Class "B"—For all dealers in towns whose population ranges from 10,000 to 50,000.

Class "C"—For dealers in all towns whose population ranges from 2,500 to 10,000.

Class "D"—For dealers in all towns under 2,500 population.

In each class the prizes will be divided as follows: First prize, $100; second prize, $50; third prize, $25; next three, $10 each; next four, $5 each.

All window displays must be made during the fall hunting season, which includes the months of August, September, October and November.

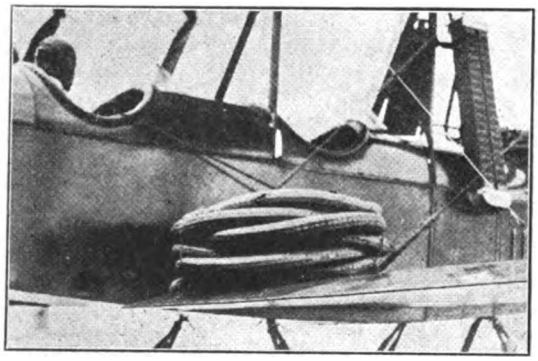
Photographs, which should be sent to the fall window dressing contest manager, care advertising department, Winchester Repeating Arms Company, New Haven, Conn., should be 8 by 10 inches in size if possible and, unless the first print is a particularly good one, two prints should be submitted. All photographs must be received by the contest manager on or before December 15, 1919. Awards will be made as soon thereafter as practicable.

An important point to remember in the contest is that the display must be originated and entirely executed by the dealer or his employes.

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TIRES DELIVERED BY AIRPLANE

The efficacy of rush deliveries by airplane was convincingly demonstrated recently when an aviator carried a shipment of seven Diamond Tires from Seattle to Everett, Washington, to fill a hurry-up order.

The delivery was made forty-five minutes after John K. Healy & Company, Diamond distributors at Everett, put in a long distance call to the Seattle Diamond branch for the tires.

The tires were carried on the right wing of a Boeing seaplane and were dropped directly in front of the Healy store as the plane went by. They weighed ninety-seven pounds.

DYKE'S AUTO GUIDE IN TENTH EDITION

The tenth edition of Dyke's automobile and gasoline engine encyclopedia is just off the press, and ready for distribution to those who are interested in having at hand authority on automobile construction, repair and operation.

This rather remarkable book has again been revised and greately improved. It could appropriately be termed a "Repairman's Guide." In addition to its mass of information on automobiles, covering every detail from the construction and repair of the axle to the repair of radiator and top, many new subjects have been added. For instance: How to make electric tests of the starting motor, generator, battery, coils, magnetos, etc. In fact, the subjects are dealt with in such a simplified manner that one can almost understand by a mere glance at the numerous illustrations, 3362 in number.

The book covers practically every phase of the automobile industry and deals with automobiles, trucks, tractors, motorcycles, airplanes, airplane engines, including the Liberty engine, fully illustrated, 956 pages in all.

There are supplements with 332 illustrations on the Ford and Packard car, part printed in colors. Every detail of the Ford is explained. For instance, how to rebuild a Ford and make it do 60 miles per hour; how to make every known repair from the axle to the engine. The Ford new electric system is fully illustrated, in fact the illustrations go so far as to show the internal wiring of the "cut-out" and its principle of operation. There are also five colored inserts, a dictionary and a lot more valuable information too numerous to mention.

The author, Mr. A. L. Dyke, is a pioneer. He originated the first automobile supply business, published the first practical book on automobiles and manufactured and marketed the first constant level (float feed) carburetor in America. Mr. Dkye's latest origination is that of working models, of parts of the automobile, for instruction by mail.

This tenth edition sells for $5.00. Published by A. L. Dyke, St. Louis, Mo. During the war this book was used extensively by our government and was also sanctioned for use in the Schools of Military Aeronautics, England. Now used by leading automobile schools in the U. S. A., Canada, England, Australia and New Zealand.

The price of the book is $5.00, plus the express or postage charge, and it may be obtained through the offices of the HARDWARE WORLD.



ADVANCE ANNOUNCES NEW DEALER HELPS

The Advance Automobile Accessories Corporation of Chicago, makers of White Stripe and Advance Cork Insert Linings, have just brought out three new and attractive "Dealer Helps."

The card shown in illustration is for Advance Cork Insert. It is 9x12 in size, effectively lithographed in red and black. The hand holds an actual piece of Advance Cork Insert Lining. This display is unusually effective, for it not only attracts the eye but also gives the prospective purchaser an accurate idea of what this famous lining looks like. The card is made so as to hang from a nail—or to be stood on counters.

An equally effective card is cut for White Stripe Lining. The carton and lining are well displayed. The White Stripe card is printed in three colors and is immensely popular with dealers.

A new window display is the third item. It is a gigantic carton of Advance Cork Insert Lining, four feet high and three feet wide, lithographed in three colors, showing the lining and corks in natural colors.

This large display is mounted on very heavy stock and has substantial easel. Any of these cards are supplied to dealers, free of charge.

INCREASING FACILITIES

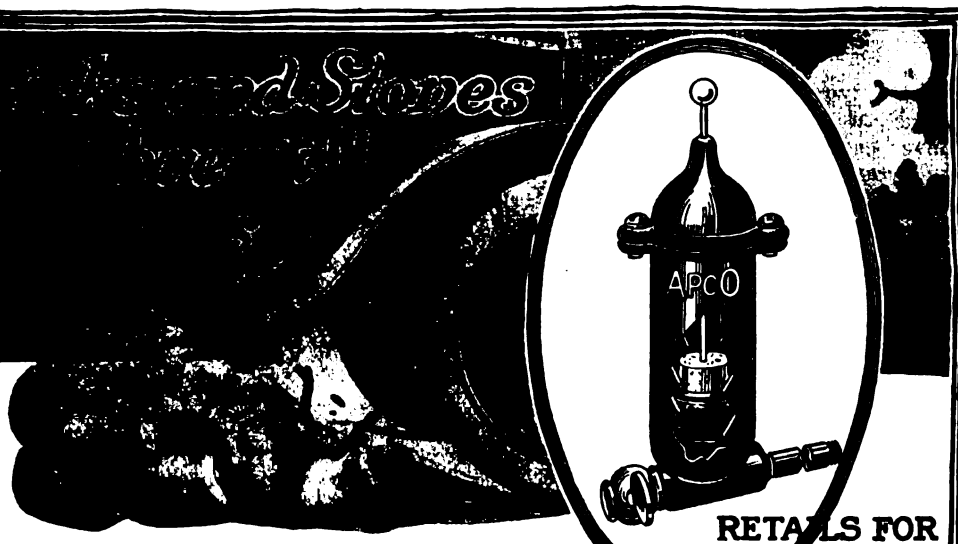
The American Grinder Manufacturing Co., Milwaukee, owing to the increased business in Blackhawk wrenches, have recently added 40,000 square feet of floor space, which is going to be equipped with latest machinery for increasing output of wrenches. This new plant, which will be known as Plant No. 13, will be devoted exclusively to wrenches.

COUNTRY-WIDE REPRESENTATION

C. N. & F. W. Jonas have made arrangements to cover the entire United States and Canada as a selling organization handling hardware and automobile accessory lines to jobbers only.

Carrying out these plans, they have opened an office at Atlanta, Georgia, 119 Hurt building, and have appoined Mr. W. A. Brockway as manager of this office. Also have made arrangements with Mr. G. E. Bissell, formerly of the United States Rubber Company, Des Moines, to handle the eastern territory and will open offices in New York City about January first. With these additions, they will have seven selling offices located in the heart of the various jobbing centers throughout the United States, traveling fourteen salesmen.

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RETAILS FOR $1.00

That's why 3,000,000 Ford Owners want the

APCO

Metal Oil Gauge

It cannot break, it will not clog; it tells the truth about the oil at a glance in darkest night or broad daylight. As necessary to the car as hands to the clock.

Here, at last is an oil gauge you can recommend and sell at a profit 300 days a year.

Costs You $7.00 Per Dozen
Retails at $1.00 Each

Order from your jobber. If he cannot supply you write us direct, giving his name, and we will have your order filled

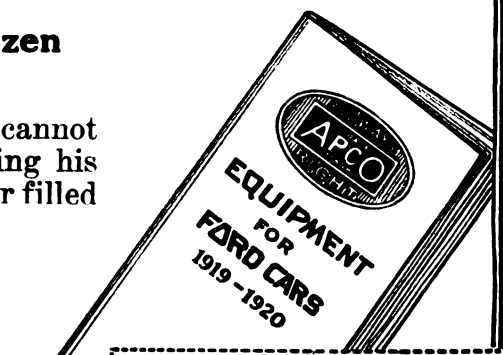
Your store needs a complete APCO department. Let us show you how an investment of $60 will place a complete stock of these fast-selling. nationally advertised, profit-making trade-marked needs for Fords in your store.

APCO MFG. CO. Providence, R. I.

Largest exclusive makers of equipment for Ford Cars in the World.

Consists of a metal chamber containing a float to which is attached a rod with a white ball on the end. The distance between the ball and the top of the gauge indicates the height of the oil in the case. This height can be determined at night and no amount of dirt can obstruct the view or interfere with its operation. The installation is very simple. Remove the lower pet cock, thread the gauge in its place and screw the pet cock into the gauge. Each gauge packed in a box.

New Catalog Now Ready



APCO MFG. CO., Providence, R. I.

Gentlemen: Please send at once One Dozen Apco Metal Oil Gauges for Fords, to cost $7.80 net. Also 1920 Catalog of the Apco Line.

Name .....
Address .....
Wholesaler's Name.....

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Business Power in Eight Letters

"THANK you," said in sincerity means much to merchant and salesman. "It never costs any of us one single cent to say 'thank you'," says an experienced salesman in an exchange, "and yet how many of us there are who seldom use these words."

There are little things many of us never think about that indicate the kind of a man we are. There are the little niceties of life, which, in themselves amount to nothing, and cost nothing, but they are wonderful barometers, telling the kind of folks we are.

No, it does not cost a cent to say "thank you," but there are a whole lot of business men who do not use the words as often as they could, and as they should do.

It is a good idea for merchants to say "thank you," not only to customers and to those with whom you have business, but to say it to your help.

If someone should do some wonderful thing for you, for instance should save you from some accident, you would never hesitate to thank them over and over; in fact everybody would expect you to thank them. But thanking people under such circumstances does not mean so much as to thank them for doing little things; doing things that the world looks upon as their duty.

Your help is paid for their time, and when they do things for you, they get pay for it, and yet it pays to say "thank you" to them. It not only pays for the influence it has on them, but it pays because of the influence it has on you.

Life Is Not Made Up of Great Big Things

How few of our lives would amount to much, if it was only the big things that went toward the making up of a life. The most of our lives are made up of the very smallest things, and how important it is that these little courtesies, these little touches of inner character should be cultivated.

You meet a stranger and you hand him his hat, or you hold his overcoat for him, or you do a thousand and one other things that might be done, and he never thanks you; he acts as though it was your duty to do these things for him. The man leaves your presence, he is gone, and what is there about him that has left in your mind a pleasant recollection? What did he do, or say, that would cause you, in after years, to remember him as a man of kindness and gentility?

On the other hand you meet another stranger, you do the same things for him, and not once do you do them, but he thanks you courteously for doing it, and every time he thanks you he is creeping closer and closer into your good graces, and after he is gone you have the recollection of kindness and gentleness, and ever after that man stands high in your estimation.

It did not cost him anything to say these words. It cost him nothing to be courteous, and in dollars and cents value, well you cannot compute it. He left your presence a better man because he said "thank you," simply because he was courteous.

What It Means to a Merchant

It has been our experience that usually the merchant who does not get ahead very fast, who never accomplishes big things, is the man who, some way or other, has such a coarseness about his make up that he seldom says "thank you." He seldom takes the trouble to be courteous.

Go with us to the merchant prince, to the man of large affairs, and you will usually find him a man of courtesy. You will usually hear him continually saying "thank you" to those about him. He has done it so long that it is a part of his nature, and although there may be the feeling among his associates and acquaintances that he is cold blooded, may be in some business dealing he has "squeezed" a little, but they cannot help but be drawn toward the man. He has built up, within himself by these courtesies and these little characteristics, a trait of character that means worlds to him.

You seldom, if ever, find the man who does not say "thank you," who is courteous, who is the close bosom friend of the boys around him. Children are drawn toward kindness. The little words "thank you" mean a whole lot to them, and the very fact that these characteristics command the attention of the children, shows they have a power over human nature.

Whatever there is in us that attracts children, you can rest assured, if properly applied, will attract the grown folks. The child lives its human nature without any bars up, without any reserve, and human nature simply plays as though it was care free, but the older person always has his defense up. He is always looking for approaches that are unbecoming, or that have sinister motives back of them.

Learn to say "please" and "thank you," learn to be kind and gentle to children, use them as experiments and you will soon learn the value.

There is something about the bearing of the gentle person, that, some way or other, knocks down all the barriers. Some way or other it gives them approach to you that they could not get in any other way.

Human Nature Is Made Up of Kindness

Possibly the facts are that human nature is made up of kindness. Possibly if we knew the

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Between You and Danger



RUSCO Brake Lining and Clutch Facings

Cars equipped with Rusco Brake Lining are safe for you to sell—safe for the car owner to drive.

You know that the brakes are as efficient as brakes can be, and the man whose car you made safe with Rusco knows it, too.

Rusco is guaranteed for one year—another good selling point.

Send for book of all Rusco Products—interesting and valuable to the car manufacturer and dealer.

The Russell Manufacturing Co.

Home Offices and Factories

519 Russell Avenue, Middletown, Connecticut.

New York City,	Chicago,	Atlanta,	Detroit,
349 Broadway.	1438 Michigan Ave.	60 So. Forsyth St.	18 Alexandrine Ave. East.

Western Distributors, **John T. Rowntree, Inc.** Los Angeles, Cal.
San Francisco, Cal. Seattle, Wash.
Salt Lake City, Utah. Denver, Col.

38 Factory Buildings **Established 1830** **25,000 Shuttles**

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truth about it these little gentilities are the very inner core of human nature; and possibly it is perfectly natural that these things attract because human nature attracts human nature.

You see this exemplified when a man or woman is out alone some place, possibly many, many miles from humanity, so far as they know; about them are cattle and horses, but you let a human being suddenly come into their presence and there is a response on the part of the human natures of the two.

Yes, it pays to say "thank you," and it does not cost a cent. It not only does not cost, but it builds that inner something in yourself that makes you a better man, or a better woman. Try it, cultivate these things, let them help you. Let them build up so that when people leave your presence they will remember your kindness.

Usually the man, or woman, who really goes to the extreme to be kind and gentle, who seems to go to the extreme in using the term "thank you," is found to be, when you get close to them, a mighty good friend, one that you can depend upon in an emegrency.

Railroad companies, or at least some of them, have been trying to teach their employes, and especially the employes of passenger trains and their station agents, to be courteous and kind and to say "thank you." We well remember one conductor who we used to meet when we were a traveling salesman, and never did we see this conductor handed a ticket by a passenger that he failed to say "thank you." And this man's friends were scattered from one end of his run to the other, and every passenger who rode with him would go the limit to befriend him. Why? Was it because he had done some wonderful thing for them? No, no, he had only said "thank you."

This conductor taught us a valuable lesson. Many of us have been prompted to control our tempers—to always be master of them, and you will find that if you learn to say "thank you," it will be much easier to control your temper. Some way or other it softens down your very inner being, and you are on guard all the time to make every move in your life live up to the suggestion and influence in the suggestion of saying "thank you."

The facts are there is not a trait of life that is worth cultivating, but what is helped by saying "thank you."

Yes, "thank you" is very easily said, and it means so much, but how few there are who have learned its value.

Possibly business is not so cold blooded as you think it is. Real business, successful business, is anything but cold blooded. You cannot make human nature cold blooded, and successful business is dealing with human nature. The cold blooded man is a monstrosity, he is the exception, he is the freak in human nature. Some folks will tell you that human nature, of itself, is barbaric, that it is cruel, but it is not true. We are told that in the lower intellectual tribes—the natives of different countries—where you would not expect to find gentility and kindness that when you get back, back, back, back into the very inner lives of these natives you will find there a mellowness of character that is really remarkable.

LOSS FROM RUSTING OF STEEL

It is now quite universally admitted that the rusting of iron and steel is one of the serious industrial problems. If we assume an average life of steel to be 33 years, the depreciation charge of three per cent represents, according to the United States Bureau of Mines, a yearly loss of 1,000,000 tons of product in this country for the crude or semi-finished material alone, exclusive of correlated manufacturing costs. The inevitable rusting of steel may be justly claimed to be the mainstay of the zinc industry, as 60 per cent of the metallic zinc used in the states is for galvanizing iron and steel articles, representing an annual outlay of $20,000,000 in an endeavor to protect metals from decay. Enormous amounts of paint are used in a like endeavor. About 5,000,000 tons of coal are needed in the production of steel to replace the annual waste, and 1,000,000 more for replacing the zinc that is annually lost. No estimate can be made of the value of the brass, bronze, copper, aluminum, nickel, tin and other metals and alloys used in machine parts, as sheathing, for plating, etc., to protect steel, or as a substitute for it in places where it would be used, but for its lack of resistance to atmospheric attack.

HALF AN INCH SHORTER

Half an inch, half an inch,
Half an inch shorter,
Whether the skirts are for
Mother or daughter.
Briefer the dresses grow,
Fuller the ripples flow,
While whisking glimpses show
More than they oughter.

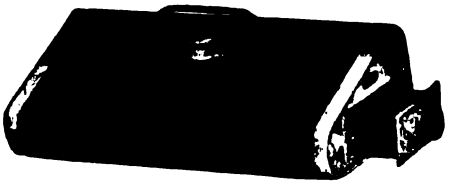
Flashed all their ankles there,
Flashed as they turned in air—
What will not women dare?
Though the exhibits show
Some of them blundered.
All sorts and types of pegs—
Broomsticks, piano legs—
Here and there graceful shapes,
Built like they'd walk on eggs,
Come by the hundred.

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Every Car at Your Door a Prospect

CLARK STEEL HEATERS

Strong Sellers Right Now



No. 7C Clark Heater

Slanting top, 14 in. long, end heat controls, asbestos insulated steel body, covered with dark green Brussels carpet. Weight 6 lbs.
Price $3.60



Clark Carbon Heater Fuel

Densely compressed brick form, giving maximum heat in smallest volume. A continuous and lasting heat for 12 to 14 hours.

Costs Only One-Half Cent Per Hour

Quickly heated through, and lasts all day, with no odor. Every owner of a Clark Heater is a regular purchaser.

Cartons, 1 dozen bricks.....$1.00
Cases, 100 bricks.....$8.00

Every Cold Day is a Sale Day for Clark Heaters and Clark Carbon Fuel

Clark Heaters are a necessity for automobilists, truck and taxi drivers, doctors, rural mail carriers, delivery men, and all who drive in cold weather.

Every one of these is a good prospect for the sale of heaters and carbon fuel—you have only to demonstrate their usefulness and comfort when drivers stop at your door on a cold day.

Clark Heaters make a strong appeal—they are durably built and handsome in appearance, fuel cost is small and heat is dependable.

The Duchess and the 7-C Heater are shown. The 7-D at $4.00 and the 5-B at $2.60 are also BIG SELLERS.

If your jobber can't supply you, we will. Send today for the catalog

The Duchess Heater
(No. 8XX)

Handsomest Ever Built. Covered with rich velvet plush in blue, green or maroon. Extra heavy body construction and insulation. Outside parts quadruple nickel plated. Side and end heat control, **two fuel drawers,** 24 in. long, weight 12 lbs. Price.....$10.00



CHICAGO FLEXIBLE SHAFT COMPANY

5604 Roosevelt Road, Chicago, Ill.

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MANAGES HUGHSON & MERTON HARDWARE DEPARTMENT

This introduces those of our readers who do not already know him to L. A. Frahm, who has grown up with the western hardware trade so faithfully and so wisely that it has come to pass that now the tables are turned, and the trade grows with him and under him.

Over twenty years ago Louis Frahm started in with the old Baker & Hamilton organization as office and errand boy, differing from the errand boy of today, he stuck—and he studied. It is noteworthy also that the beginner at that time had a far broader opportunity to learn the general business than he has today, for organization and subdivision were less rigid and there was more to be worked out individually by each employe.

At any rate, young Mr. Frahm took advantage of every opportunity he had, and he made opportunities for himself when they didn't otherwise come to him fast enough, with the result that he worked gradually up through the stock rooms and offices of the company until he became the tool and hardware buyer several years ago.

When the growth and expansion of the Hughson & Merton organization left a vacancy recently, to the credit of Mr. Frahm and his long-time employers, it was he who was called to fill the place, and even in the short time that has elapsed he has proved to his principals and to the trade that he is a master hardware man and his winning personality continues to make new friends and hold old ones as it has in the past.

RIGHT YOU ARE, PAT!

Pat was in charge of an American detail which was burying Germans. Pretty soon the general came along and asked:

"Have you buried them all, yet?"

"Yis, sor," answered Pat, "but we had a divil of a toime with one o' em. He tould us he wasn't did, but we buried 'im anyway. You can't belave a German."

The man who is discouraged and quits usually finds out afterwards that success awaited him just around the next corner.

AND THE PEBBLES WERE DIAMONDS

The farmers of Kimberly were dissatisfied. They said they couldn't make a living from their farms. And all the time their children in the fields were playing with diamonds.

But they didn't know. They thought they were pebbles. They died poor.

Lots of people are just like those Kimberly farmers. They look for opportunity with a telescope, in some faraway place, when it is really so close that they could reach out their hands and grasp it.

Don't miss the advertisements. They are business mines of opportunity. They tell of values that you might never know if they were not there to guide you.

Don't miss them. They will save you money.

"AS YOU THINK, SO YOU ARE; AND YOU MAKE OR YOU MAR."

All progress, all inventions, all advancements exist in thought, before they take shape in practical and usable form.

Without connected, concentrated thought, focused upon a given point, little in the way of progress is ever accomplished.

Give your employees reason to be proud of the concern for which they are working, and then you will have little trouble holding them.

Thinking to good purpose, is considering what others have done and how they have done it; what you can do and how you can do it; in reasoning out causes and effects; in keeping on true.

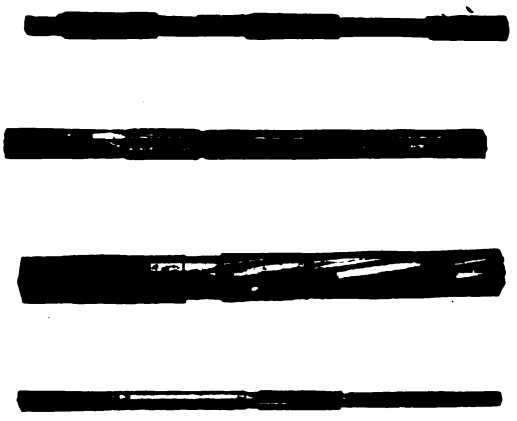
What you think of people is bound to have influence. If you are antagonistic, they feel it and resent it. If you are indifferent, so are they. But if you are interested and looking for the best in them, they will meet you on the same ground.

The fact that some men merely make a living, while others achieve signal success under similar or less favorable conditions, is because the first lot do not do much thinking, while the second group follow their thinking up and make it amount to something in the end.

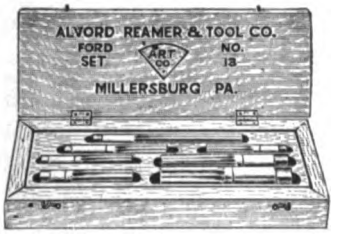
To think of the past only is a characteristic of old age; to think of the future only is an expression of youth; to think of the present only is likely to be a peculiarity of the individual just entering the serious business of life. But to think of the past in order to profit by it; to build a solid foundation in the present, and to plan for the future, is the way a mature mind and a well-rounded character thinks.

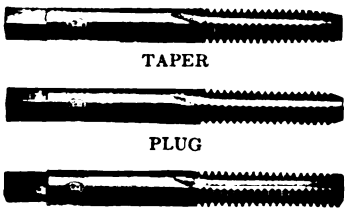
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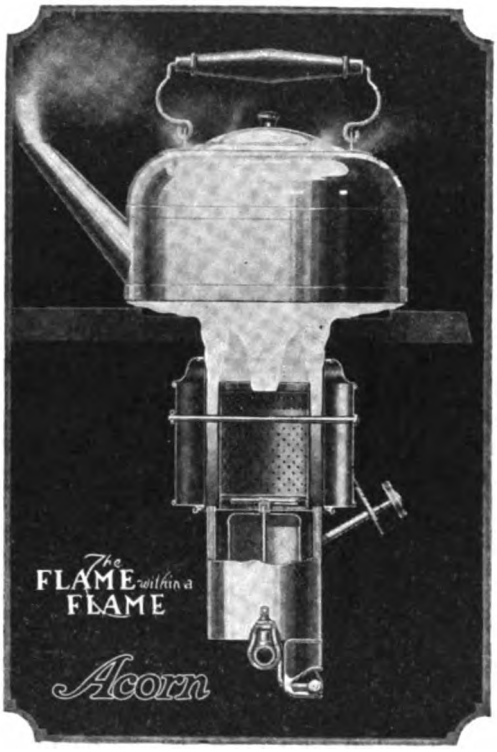
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The Heart of an Oil Range is Its Burner



EVERY DROP OF OIL is vaporized into a perfectly combustible gas, and all of this gas is burned in the "Flame Within a Flame" Burner, the inner flame consuming the excess gas which in other burners escapes into the air as smoke, soot or odors.

PERFECT COMBUSTION means a more powerful flame—quicker and more positive heat — and a greater amount of cooking per gallon of oil.

COMPLETE CONTROL of the flame can be had instantly — a powerful sheet of almost invisible flame one minute—a slow simmering heat the next.

THE EVEN SPREAD of the flame solidly over the entire cooking bottom puts to full use all the heat at its hottest point.

TRADE MARK REG.

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Power-Heat Oil Ranges

Rathbone, Sard & Company

ESTABLISHED 1830

Controlled and Operated Continuously by the Same Interests

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BRANCH OFFICES and WAREHOUSES:

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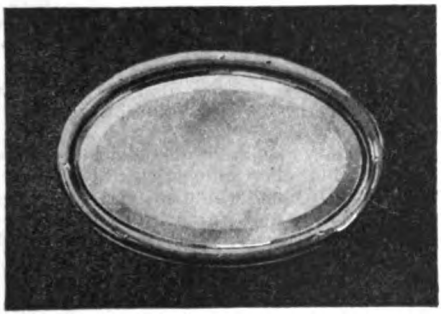
ALWAYS Acorn RANGES AND HEATERS IMPROVING

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Mr. Hardware Dealer:

Your Automobile Accessory stock is not complete without these lights; thousands of automobiles are now owned by farmers and residents of small towns, in which there are no repair men capable of renewing curtain windows. With our

Improved Pioneer Automobile Curtain Lights



you can make many happy minds and create a lot of new business in your Accessory department, as these Curtain Lights are designed for those who take a genuine pride in the finished appearance of their car; their symmetry making them distinctive and unusually attractive.

So constructed that they will not give away, yet they are extremely light and require no extra top lining.

A selected grade of 3/16 polished plate-glass is used and each glass is carefully beveled to produce edges of uniform thickness and a bevel of uniform width.

Very easily put in and there to stay; all studs being securely fastened in the outer frame and so placed they align themselves perfectly with the holes in the back frame.

Fabric and glass are rigidly held in place by means of the snug fitting design of the two rings, which clamp the fabric with uniform pressure over all, and to prevent all rattling or breaking. Fabric so clamped where it comes in contact with the glass without being scored or cut by sharp edges. And this uniform clamping also makes the light absolutely leak proof.



And the above illustration shows the final operation of removing the narrow edge of fabric which extends inside the frame when the light is mounted. Very simple; with a sharp knife this fabric is removed quickly, neatly and accurately by using the edge of the frame as a guide in cutting.

MADE IN VARIOUS SIZES AND FINISHES
SEND FOR COMPLETE LITERATURE
SOLD THROUGH THE JOBBERS ONLY

THE BREWER-TITCHENER CORP.
Manufacturers
CORTLAND, NEW YORK

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

In these days when dealers are insistently urged to "push" certain tools what a relief to stock Mossberg Wrenches, which need no pushing!

Furthermore, the Mossberg line is so complete that dealers don't have to devote shelf room to several makes; one line — Mossberg — meets all wrench needs.

Illustrated are — Mossberg Socket Wrench Set No. 14; No. 4 Garage Set, and K-9 Adjustable Wrench.







BY INVITATION MEMBER OF

NEW YORK, U.S.A.

FRANK MOSSBERG CO.
WRENCHSMITHS FOR 20 YEARS
ATTLEBORO, MASS. U.S.A.

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AMERICAN MANUFACTURER FINDS THE PEOPLE OF EUROPE GETTING DOWN TO BUSINESS

John H. Patterson, president of the National Cash Register Company, who has just returned from an extensive tour of France, England, Belgium and Germany, says he found the general attitude of the people over there is to forget the war and get down to business. His conclusions are based on careful investigation of business and economic conditions in Europe.

During his trip, Mr. Patterson came in personal contact with many of the most influential business men on the continent, as well as leading governmental officials in the countries he visited.

Mr. Patterson's study of conditions in Germany is especially interesting, as his was the first party of business executives having large interests in Germany, to reach the German capital since the war.

"In France, for instance," said Mr. Patterson, "conditions were much better than we had expected to find them. We naturally looked for the horrible results of war immediately upon our arrival. We had forgotten that after all only about one-third of the country had actually been fought over.

"But as we passed from Havre to Paris, we saw the French people working in the fields, harvesting the bountiful crops. And judging from the smokestacks, the manufacturing centers appeared to be getting back to normal conditions.

"In Paris it was encouraging to see the people actively and cheerfully going about their business. The streets were full of bustling crowds; the cafes and theaters well patronized.

"During the war our hotel had been used as a hospital, but at the time we arrived no vestige of the hospital remained."

"How did the battle-areas appear?" Mr. Patterson was asked.

"We spent two days visiting the devastated regions about Soissons, Chateau-Thierry and Belleau Wood," he said. "We saw the French people returning to their destroyed farms and reclaiming the waste lands. At many points they were rebuilding homes and other buildings.

France Will Come Back as in 1870

"From what we saw throughout France it seems probable that this country will come back even quicker than she did after the Franco-Prussian war.

"Of course she has temporarily lost the productive power of her devastated regions, but on the other hand she has gained Alsace-Loraine and will receive indemnities this time instead of being forced to pay them.

"In addition, from a business point of view, France has learned much from America. She has seen our methods of railroad construction and operation; she has seen American engineering feats which stagger the imagination; she has seen the advantage to be gained by the use of modern machinery. These things cannot but exert a far-reaching influence upon the rapid expansion of French industry and commerce.

Germany Ready to Go Ahead

"We traveled from Paris to Berlin on military passes and the secretary of the Berlin Chamber of Commerce said that ours was the first party of American business executives having large interests in Germany to reach the capital. Going by the way of Coblenz and Cologne, we noted that in both these cities retail business seemed to be good. Street cars and other means of transportation appeared to be normal.

"Nowhere in Germany did we find an expressed intention to evade payment of the indemnity. The Germans have always respected force and they realize that they must abide by the result of the struggle.

"The value of the mark, normally worth about 23 cents, has fallen below 4 cents in American money.

"The German war debt is of course tremendous—owed for the most part to her own people. The new government's system of taxation is falling most heavily upon the well-to-do classes and the present government seems to have the support of the people. However, the military party, although out of its uniform, is still a power not to be lost sight of. Bolshevism seems to be about over.

"She will need food, of which there is still a tremendous scarcity. Then she will need steam coal for her industries; she will need raw materials, such as wool, cotton, copper, oils, hides, etc., and she will need considerable credit.

Belgium Progressive and Confident

"Most of us think of Belgium as a sort of No Man's Land, but as we passed through this sturdy little country we were amazed to note the fine growing crops everywhere. Throughout the devastated portions of Belgium we found the same progress being made in reclaiming waste lands and rebuilding homes as we had found in France.

"Agriculturally Belgium is almost on her feet again and although her industries are still in an unsettled condition, considerable progress is being made in rebuilding mills and factories and in recovering machinery transported by the Germans. Much more rapid progress will be made as soon as Belgium begins to receive her indemnity payments."

OWEN PLANT WORKING CAPACITY

Stockholders of the Owen Tire & Rubber Co. have been advised that the production of the plant has reached 425 tires a day and that the company is about six months behind its orders.

The Owen Tire & Rubber Co. was incorporated in October, 1917. It got into production in December the following year and now, according to William I. Creese, secretary, is employing 230 men and working three eight-hour shifts. Mr. Creese also announced that the company would make its first export shipment this week, sending an order of tires to Cuba.

With the election of O. M. Dickinson of New Philadelphia and William I. Creese, of Cleveland, directors, the directorate was increased from five to seven. All of the old officers were re-elected with the exception of Charles S. Reed, who resigned as secretary in favor of William I. Creese. Mr. Reed will remain a director and legal adviser of the company.

It is the directors' plan to continue paying off the preferred dividends accrued since the last quarter in 1917 by paying 3½% each quarter until the accrued dividends are paid. The next dividend, payable December 1 to stockholders of record November 15, has already been declared.

Directors of the company are: W. C. Owen, president; W. R. Green, of the Guardian Savings & Trust Co., treasurer; William I. Creese, secretary; Charles S. Reed, E. M. Blatz, W. J. Owen, O. M. Dickinson.

PAINTING FOR SAFETY

Don't guess that any paint, or some paint, will fit your case. Safety of metal surfaces or of wood surfaces lies in full and proper protection by means of a paint that will successfully resist that action of weather and the acid fumes that are always found in cities and towns where coal is burned.

Safety lies in knowing, not in guessing. Dixon's Silica-Graphie Paint has been the choice of the knowing ones for over fifty years, and experience has shown that Dixon's has given better protection, for a longer term of years, and at less cost per year of service, than other paints at half the price per gallon.

Furthermore, Dixon's is safe to use, as there are no injurious fumes from it and the pigment is as sweet and pure as charcoal—to which graphite is a twin brother.

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It's Downright Gruelling Service That Makes Owen Tire Quality Apparent



DEALERS

The Owen Agency is an exceptional proposition. Owen "dollar-for-dollar" value will work as well for you as for the buyer. Owen tires mean complete satisfaction for both. However, you'll never know of this better tire proposition unless you write. Inquire into the details today.

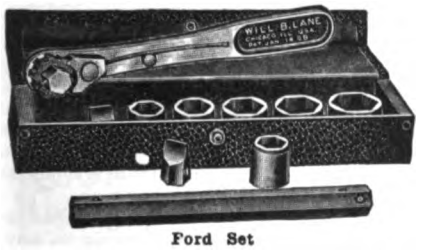
THE OWEN TIRE & RUBBER COMPANY

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FOR MACHINE SHOPS, GARAGES, MOTORISTS AND MECHANICS OF ALL TRADES. ENTIRELY MACHINE MADE



Ford Set
7-inch Handle, 6 Sockets and Extension Bar.

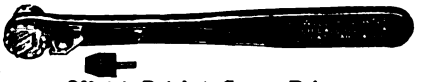
CARRIED BY JOBBERS IN ALL PARTS OF THE WORLD



Super Unique Set
9-inch Handle, 15 Sockets and Extension Bar.



Standard Set
7-inch Handle, 7 Sockets



Off-Set Ratchet Screw Driver
6-inch Handle, 2 Interchangeable Bits.

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WILL B. LANE - 180 North Dearborn Street, Chicago

OUR WRENCHES HAVE SOLD FOR 10 YEARS WITHOUT CHANGE OF CONSTRUCTION.

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THE ROOSEVELT MEMORIAL CAMPAIGN

Immediately after the death of Theodore Roosevelt, there sprang up all over the country a demand for a memorial to this ardent patriot and great man. It seemed to be the opinion of people of every class and interest that while his place in history was assured, and his place in the hearts of his countrymen could never be lost, there should be erected, without loss of time, a memorial to express the affection in which he was held and to perpetuate for the benefit of future generations the ideas and ideals for which he stood.

The result of this demand was the formation of the Roosevelt Memorial Association, with headquarters at No. 1 Madison Avenue, New York City, a non-partisan organization in the creation of which personal friends of the late ex-President took the lead. This association met in March and decided by formal vote to conduct a campaign to raise $10,000,000 by popular subscription, to erect in Washington, seat of the Government and scene of Colonel Roosevelt's most important labor for the public good, a national memorial monument; and to create at Oyster Bay, his home for so many years, a park which may ultimately include his estate of Sagamore Hill, to be preserved like Mount Vernon and the Lincoln home at Springfield.

Out of the thousands of suggestions for fitting memorials that came from Roosevelt's friends and admirers, it seemed that these two forms were most nearly significant of his life and personality. Washington, the capital of the country, where Roosevelt had spent so many of his years in work that left its impress on the history of the nation, could be left out of no plan for a permanent memorial to him. There is the most appropriate setting for a lasting tribute to him as a statesman and leader and servant of his fellow-countrymen.

Equally fitting for a memorial to Roosevelt as a man and as a lover of nature is the scene of his ideally happy home life at Oyster Bay. In his lifetime he loved it all, its woods and fields, the shores of Long Island Sound, the flowers and the birds. He loved the outdoor life and he wanted others to love and share and benefit by it. During his lifetime in fact he endeavored to obtain an outdoor park for his friends and neighbors at Oyster Bay, but did not live to see the accomplishment of his wish. With his passing, a wider significance will be given to this cherished aim of his. The creation of a park will give his fellow citizens opportunity for rest and recreation and upbuilding of mind and body; the inclusion of his home, with its fields and woodlands, its furnishings, its library and trophies and gifts from all over the world, will make it particularly a spot associated with his memory and a Mecca for all Americans.

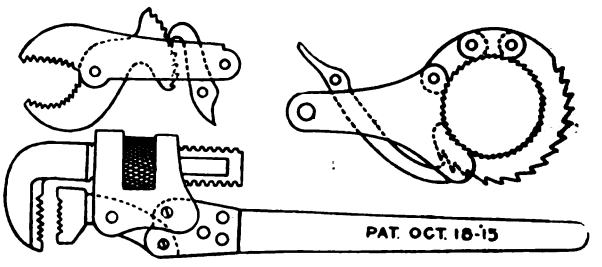
The officers of the Roosevelt Memorial Association include men and women of national reputation, friends and associates of Roosevelt from all over the country and from all walks of life.

The active president of the Association is Colonel William Boyce Thompson, of New York. William Loeb, Jr., who was secretary to Colonel Roosevelt, when he was Governor of New York, and went with him in a like capacity to the White House, is vice-president; and Albert H. Wiggin, chairman of the board of directors of the Chase National Bank, New York, is treasurer. Among their associates on the executive committee are two governors, James P. Goodrich, of Indiana, and R. Livingston Beeckman, of Rhode Island; T. Coleman du Pont, Hermann Hagedorn, Jr., who wrote the "Boys' Life of Roosevelt"; George Harvey, of Harvey's Weekly; Will H. Hays, of Indiana; Mrs. Medill McCormick, wife of the United States Senator from Illinois; Gifford Pinchot, Elihu Root, Henry L. Stimson, Luke R. Wright and Major-General Leonard Wood. The general committee is a roster of the names of men and women of prominence in a variety of professions, all bound to Colonel Roosevelt by ties of close personal friendship and intimately associated with him in one or more of the many fields in which his broadsidedness made him an enthusiastic worker.

The association is strictly non-partisan, for its purpose is to honor the memory of Theodore Roosevelt as a great American. So it is the earnest desire and hope of its members to enlist the cooperation of every American in this tribute of appreciation to Roosevelt as a man, a citizen and a patriot.

The campaign for the fund to establish the memorial will be held in every state during the week of October 20-27, and will be directed from the offices of the association, at 1 Madison avenue, New York. The dates were selected as having a particular aptness, as the last day of the campaign will fall on Colonel Roosevelt's birthday.

Every penny subscribed for the memorial fund will go into the fund, as generous personal friends of Colonel Roosevelt have undertaken to defray all the expenses incidental to the campaign. No effort will be spared to reach every American who would like to be represented, be it by ever so small a contribution, in the making of a memorial that will be commensurate with the achievement of Mr. Roosevelt and the widespread esteem and affection in which he was held throughout his country. It is, in fact, the hope of the association that the number of contributors to the fund will be a gratifying index of the hold he had on the affections of Americans, north and south and east and west.



NEW FEATURES CLAIMED IN WRENCHES

W. L. Besslo, Walla Walla, Washington, is the inventor of a number of nut and pipe wrenches which he expects to place on the market soon. He claims that the advantages of the wrenches that he is making over similar ones is the time they save in making fittings and the fact that they are adjustable makes it necessary to buy less than half the number of wrenches that mechanics now require in their work. He also claims all these wrenches have an instantaneous grip and no "lost motion." The middle wrench shown in the cut is an adjustable alligator wrench. The right hand wrench is what he claims to be an improvement over all chain tongs, being also adjustable to any size pipe, and guaranteed not to crush or strip the finest metal. The left hand wrench is an improvement of the wrenches of the Stillson type, having an adjustable lower jaw. This wrench will not stick.

SIMPLE MATHEMATICS

Officer: "Now, Smith, you had twenty-four hours' leave to see your wife and child. You have been away forty-eight. What have you got to say for yourself?"

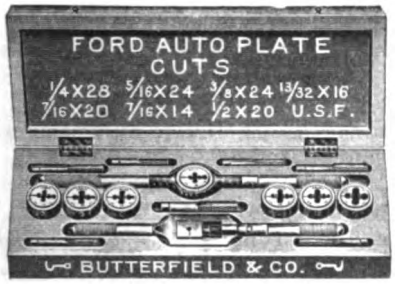
Smith: "But it was twins, sir!"

C. S. Enger Hardware Co., South Tacoma, Wash., has filed articles of incorporation with an authorized capital stock of $30,000.

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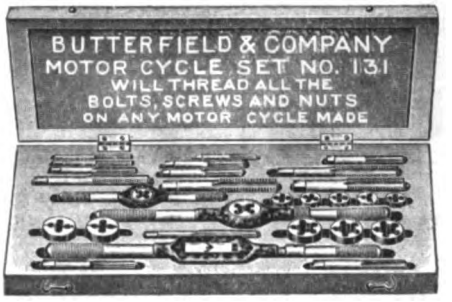
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"SPECIAL PURPOSE"—"SCREW PLATES"



"Ford—No. 133"

Note the cutting sizes on the box cover and you will immediately understand why it is indispensable to every garage and every Ford car owner. The odd sizes contained here cannot be found in any regular set.



"Motorcycle No. 131"

This set will thread all the bolts and nuts on the Yale, Indian, Excelsior, Harley-Davidson, Thor and other makes of motorcycles. They are always in demand, so order your stock today.

BUTTERFIELD & CO., Inc., Derby Line. Vermont

Chicago Store—11 South Clinton St.

5,000,000 Tire Pumps

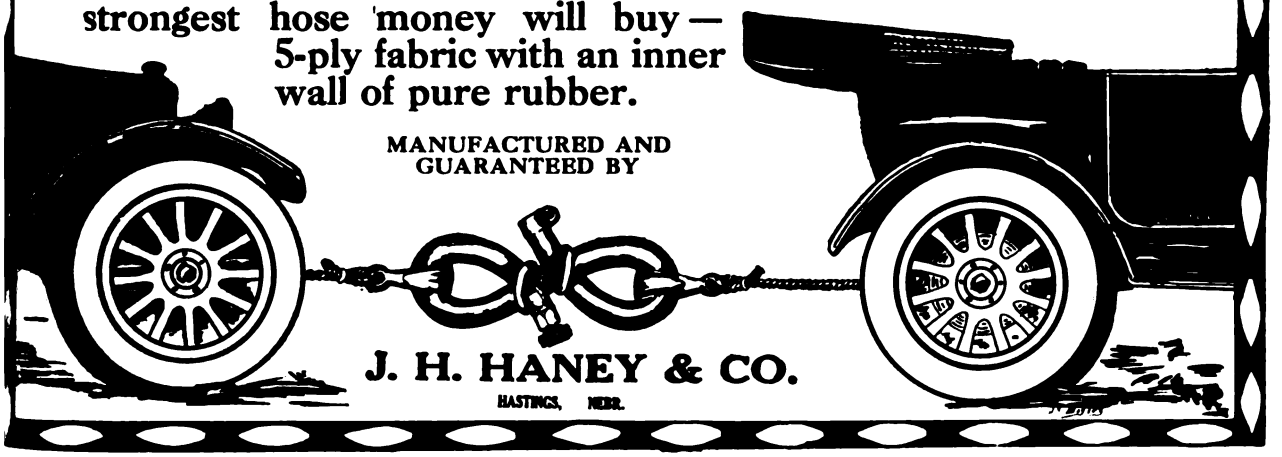
need new Hose right now

THE ROSE TIRE PUMP HOSE

Fits nearly all hand tire pumps made and comes complete with connection and hose bands ready to attach.

ROSE TIRE PUMP HOSE is the strongest hose money will buy—5-ply fabric with an inner wall of pure rubber.

List Price, 75c



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J. H. HANEY & CO.

HASTINGS, NEBR.

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Service—

that is what the user requires of an ignition battery — not only long service but the **right** kind of service. High amperage is an important item of service — so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

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AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

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Vulcanizer Tools, Supplies and Equipment

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

CODE FOR TIRE USERS

1. Keep tires properly inflated.
2. Be sure to repair all tread cuts regularly.
3. Prevent blowouts by avoiding severe jolts and by maintaining full air pressure.
4. Have mud boils cleaned out and repaired at once.
5. Be careful in applying tubes.
6. Avoid sudden stops, quick starts and skidding.
7. Keep front wheels in alignment.
8. Use French talc in the casing—but avoid using too much.
9. Avoid ruts and save the side-walls.
10. Don't drive in car tracks.
11. Apply chains properly. (If they must be used.)
12. Avoid sharp obstructions.
13. Remove grease, oil and acids from your tires at once by using a cloth moistened in gasoline.
14. Examine clincher rims occasionally for irregularities and rust.
15. Prevent damage from rust by using rim paint.
16. Carry spare tubes in a bag.
17. Keep spare tires covered.
18. Be sure that nothing on the machine scrapes the tires as they revolve.
19. Avoid the use of any substitute for air.

WHEN GREASE OR OIL SHOULD BE USED

Ordinary commercial lubricating greases are oils held in a more or less solidified form by means of a dense fatty substance, and they range in consistency all the way from that of hard tallow to soft butter, depending upon the amount of mineral lubricating oil incorporated during their manufacture.

In general, the advantages of grease over oil are cleanliness, economy and reliability. Of course each has fields of service that the other cannot enter, but for ordinary purposes grease is to be preferred. It does not drip and create a fire risk, it requires less attention, supply ducts are less liable to become clogged, it is easy to apply, and there is less waste. Greases should always be selected that have the lowest viscosity permissible for the work to be done.

Dixon's Graphite Greases are softer than corresponding grades of plain grease and therefore combine the advantages of oil with those of grease. They manufacture many grades, so it is important to select the proper one for each requirement.

Heavy, slow moving parts need a grease that will not squeeze out, whereas light, high-speed bearings require the more fluid lubricant. Then, too, one must consider the range of temperatures encountered, whether the parts are exposed to water, the design of bearings and all other conditions that may affect the problem.

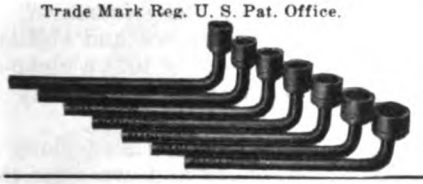
Dixon's Greases contain various grades of graphite, according to requirements, and in all cases the percentage of graphite needed has been carefully determined. No one can mix plain grease and graphite and anywhere near approach a Dixon Grease.

Lubrication cannot be bought at so much per pound, but rather on a performance basis. A careful test will invariably demonstrate the economy of Dixon's over cheaper grease.

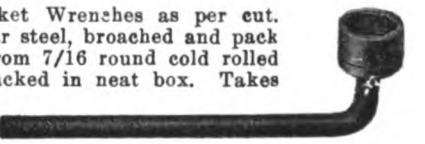
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"HEXALL" Offset Socket Wrench Set

Trade Mark Reg. U. S. Pat. Office.



Consists of 7 Socket Wrenches as per cut. Sockets made from bar steel, broached and pack hardened. Handles from 7/16 round cold rolled steel 7" leverage. Packed in neat box. Takes the following sizes of Bolts and Nuts.



Socket No.	1	2	3	4	5	6	7
Inside Diameter Across Flats	1-2	9-16	39-64	5-8	11-16	25-32	7-8
U. S. Standard Bolt	1-4		5-16		3-8	7-16	1-2
Cap Screws	5-16		3-8		7-16	1-2	5-8
U. S. Standard Castellated	1-4		5-16		3-8	7-16	9-16
A. L. A. M. "	5-16		3-8		7-16	1-2	9-16
A. L. A. M. Plain	5-16		3-8		7-16	1-2	9-16
S. A. E.	5-16	3-8		7-16		1-2	9-16

Break any Sedgley Wrench and we repair it no charge

R. F. SEDGLEY, 2311-13 N. 16th Street, Philadelphia

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco, Cal.

Here's the Way to Real Profits with the

EWALD
Tire Retreader Outfit

TAKE ADVANTAGE OF THIS BIG FREE OFFER TO HARDWARE SHOPS

WE GIVE YOU FREE OF CHARGE with each machine an assortment of 1000 Ewald Special Staples. Our extremely low list price of $20 is subject to an attractive trade discount, which together with the **free outfit** will repair more than enough tires to pay for it all.

Just think—5 hours of work, stapling 5 casings at $3.00 each and this outfit costs you nothing.

Get It Now and Begin to Make Real Money

Write us today and start the ball rolling towards big profits. Some dealers and garagemen are making as much as $30 a day with the Ewald. Act Now—Every day you delay means money out of your pocket.

Manufacturers
ROMORT MFG. CO.,
Oakfield, Wis.

Sales Dept.,
THE ZINKE CO.,
1326 Michigan Ave.,
Chicago, Ill.



HERE IS MORE THAT YOU GET ABSOLUTELY FREE!!

1 Full Sheet of Directions
1 Can of Mica Tire Powder.
1 Tracing Wheel
1 Notched Knife
1 Tire Spreader
1 Cement Brush
18 ft. Reliner Strip
1 Can Cement.

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GET ACQUAINTED WITH

LONG HENRY

Designed to give the Ford car the most durable and efficient Spark Plug that money can buy.

Long Shell; Extra heavy Insulator and Electrode.

Long Hex; Any wrench fits it.

Long Base; Puts the spark down into the heart of the gas.

"The Spark Plug that Brings Repeat Orders"



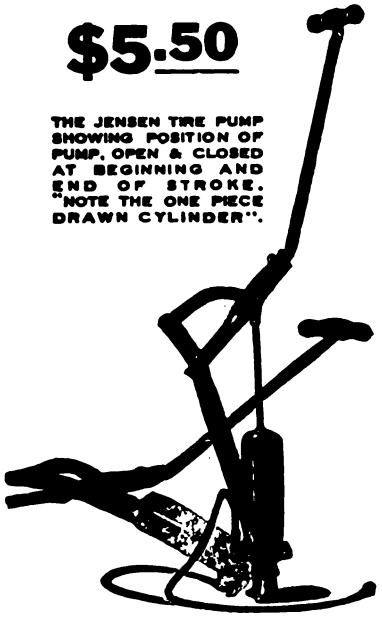
AUBURN IGNITION MFG. CO.
AUBURN, N. Y.

Western Representatives
MITCHELL MFG. CO.,
San Francisco, Cal.

This is the **NEW JENSEN**

$5.50

THE JENSEN TIRE PUMP SHOWING POSITION OF PUMP, OPEN & CLOSED AT BEGINNING AND END OF STROKE. "NOTE THE ONE PIECE DRAWN CYLINDER".



The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It is strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump. Fitted with a 1-piece drawn cylinder which makes it absolutely air-tight and increases the efficiency of the appliance.

Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Ill.

CRYSTALLIZING THOUGHTS INTO PROVERBS

Knowledge comes from living, and learning. Some people live but they never learn.

A few—a very few—have wit and ability to crystallize the wisdom of many into a clear-cut, easily remembered saying, which society has named a proverb.

Proverbs have been popular since long before the days of Solomon, and we owe those who have preserved popular wisdom an undying debt of gratitude. "Poor Richard" preserved many of them for us, and books have been compiled of the proverbs of nations. These make extremely interesting and illuminating reading. Children should be taught proverbs, for they will understand them some day and the memory years should be used to store up life's treasures.

Many business men read proverbs and agree to their philosophy and then forget all about them. Others "treasure them in their hearts" and their lives are enriched thereby.

An old proverb has it that "All the good sense of the world runs into proverbs."

In a prominent retail store in the city of Boston, the rent of which was upwards of a hundred thousand dollars a year, before the war, it has long been a favorite policy to use framed "proverbs" on thrift, right living, sound finance, and achievement and the like. Not long since, a woman was met who declared that the trend of the lives of her whole family had been changed by reading, accepting and heeding one of those proverbs. It was, "If you would eat the fruit, do not pluck the blossom. If you would have, you must save."

From a careless family of spendthrifts, they became prudent and eager for permanent investments, and the head of the family was spurred by the efforts of his family to acquire a competence to make a careful study of business efficiency and sound finance. From a clerk he advanced to a proprietor, and from a small business man to one of large affairs.

From that time on, the entire family honored proverbs and it was seldom that they were without a short, crisp maxim before them. One son became a judge, one a large manufacturer, and the third a skilled research chemist. And the one daughter of the family was spurred on to do public welfare work by the spirit of service bound up in the proverb, "The highest nobility lies in seeking the public good."

Some of their friends refer to them facetiously as the Proverb family, but these same ones are all eager to benefit by their favor and prosperity.

A good proverb is well worth heeding—and—well whoever heard of one without some grain of truth or warning in it. The most telling proverbs have been phrased by men of wisdom and discernment. Look well to your proverb-treasures.

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This Unique Package Display Rack
SELLS THE FORD OWNER

UNIVERSAL Transmission Lining

DEALERS should write at once for Special Introductory Proposition on this finest of transmission linings. Into each introductory carton of one dozen packages of Universal, we pack one of those unit display cartons as illustrated and an attractive show card for your window that will bring transmission lining customers into your store or garage.

JOBBERS—Back of this Introductory Proposition on Universal Transmission Lining is one of the strongest sales-help plans ever introduced by a manufacturer of auto accessories. Write for descriptive leaflet of this special offer and full information.

STAYBESTOS MFG. CO.
The Modern Factory
5547 Lena Street, Philadelphia, Pa.
Makers of brake and transmission lining in all widths up to six inches.

WALDEN WORCESTER WRENCHES

FOR EVERY
MOTOR NECESSITY

SEND FOR CATALOG NO. 250

WALDEN-WORCESTER, Inc.
Worcester, Mass.

DURO-LAC
POLISHER AND CLEANER
For Autos and for Furniture

Removes—
Tar,
Grease,
Grime,
Oil, Dust
and Scum.
Saves
Time
and Labor
A Neat,
Clean Job
in a few
Minutes.

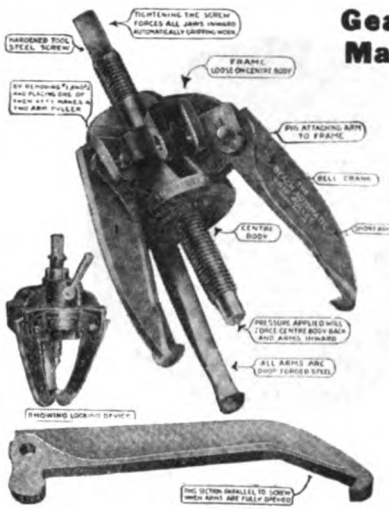


Dealers—
Duro-Lac
is actually
selling
itself. Get
in touch
with your
Jobber, or
let us send
you a
sample
and tell
you all
about it.

DURO-LAC MEANS MORE AND SATISFIED CUSTOMERS

International Sales Co.
LOS ANGELES, CAL.
Manufacturers.

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Gear Pulling Made Easy

by using the latest and best made tools

No tool will help a repair-man more than the No. 1 for Heavy Work. No. 2 for Light Work.

GREB AUTOMATIC GRIP PULLER

BEACH PATENT

It has a positive grip, can be locked in any desired position, cannot unhook, and adjusts to work instantly.

TEN DAYS' TRIAL. If your dealer or jobber does not have them, we will send you one. Try it for ten days. If not satisfactory, return it to us and we will refund your money.

JOBBERS AND DEALERS: Get our Proposition.

Other Greb Products:

Greb Arbor Press Base and Bench Plate.
Greb Rim Tool (for cross split rims).
Greb Tire Remover and Replacer (for Firestone Rims).
Greb Rim Remover and Replacer (From all wheels).
Greblox Solder Cement.
Greb Auto Lock. Greb Tire Spreader.
Grebford Lock No. 1. Grebford Extensions.

THE GREB COMPANY, 234 State St., Boston.

GET FULL MEASURE OF SPRING WEAR



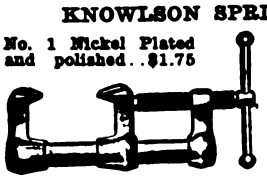
The far-reaching Guarantee under which
HIGGINS QUALITY SPRINGS
For Replacement
are sold—years of successful usage *back* of them—the new, improved principle of construction give you *positive protection* against imperfections—breakage, and bother.
Best for the *dealer* because they deliver greatest worth in wear to *user*. Write for Trade Discounts and Big Catalog listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 941 Racine, Wis.

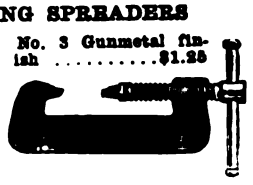
NO BOLT NO HOLE — NO HUMP — NO JOLT

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished..$1.75



No. 3 Gunmetal finish $1.25



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

THE BRAVEST BATTLE

The bravest battle that ever was fought;
Shall I tell you where and when?
On the maps of the world you will find it not,
It was fought by the mothers of men.

Nay, not with cannon or battle shot,
With sword or nobler pen;
Nay, not with eloquent word or thought,
From mouths of wonderful men.

But deep in a walled-up woman's heart—
Of woman that would not yield,
But patiently, silently bore her part—
Lo! there is that battlefield.

No marshaling troop, no bivouac song;
No banner to gleam and wave;
And oh! these battles they last so long—
From babyhood to the grave!

Yet, faithful still as a bridge of stars,
She fights in her walled-up town—
Fights on and on in the endless wars,
Then silent, unseen—goes down.

—Joaquin Miller.

WHITON STATEMENT TO TRADE

The Whiton Hardware Company, of Seattle, whose main plant was gutted by fire on September 12, has shown its typical energy and organization in re-establishing normal conditions. Following are extracts from President John F. Welborn's recent statement to the trade:

To the Trade: Within three days from the time of the fire, we were, from the collective warehouses which we had established, making just as complete deliveries and giving just as good service as we had been doing previously.

The labor of drying out the basements and floors of the building, was continued night and day; also the removal of the damaged merchandise—with the result that we have not only removed all damaged merchandise, but are refilling the building once again with new merchandise. A temporary roof in the meantime had been placed over the building.

Our customers have responded nobly to the situation and have been satisfied in some cases with broken shipments, and no doubt have borne some little amount of discomfort and expense, incidental to the fact that we were obliged to make two separate shipments, one from our warehouses and one from our store.

It also affords us extreme pleasure to note that without a single exception, our jobbing friends have extended us every courtesy and have gone the limit with us in cooperation.

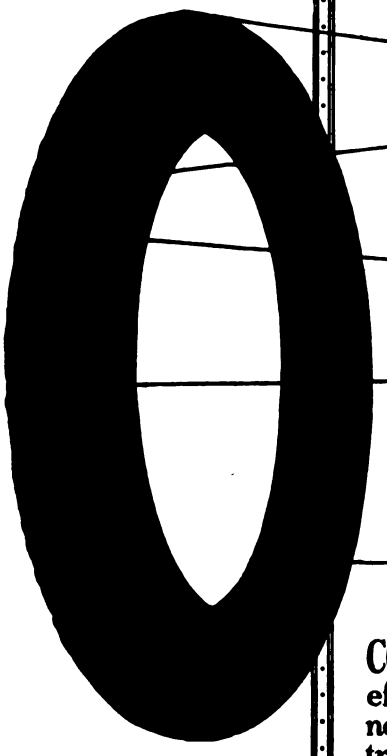
We desire to impress upon the trade that the Whiton Hardware Company are not overstating the fact when we say we are doing business under absolutely normal conditions at the present time. Our offices and shipping room are back in our own building, and our sales rooms have been completely remodeled and are opened to the trade. Very truly yours,

WHITON HARDWARE COMPANY.

We enjoy ourselves only in our work, our doings; and our best doing is our best enjoyment.

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CONVERSE CORDS



THE BIG "C" TREAD - A supremely enduring Non-Skid which long after others are worn smooth continues to be effective.

Here are the FACTS

CROWNED TREAD —
More Rubber where the wear comes.

SMOOTH RUNNING SURFACE —
A "fast" tire — No handicap to speed or power.

BUTTRESSED EDGES —
Prevents "side-slipping". Increases Traction. Sweeps the road clean for-

POSITIVE SUCTION GRIP —
Enduring cups that cling to wet surfaces.

AND MORE THAN THAT

IT'S "OVERSIZE" —
Large Load Capacity.

CONVERSE SUPER-SIZE CORDS effectually combine every known non-skid principle with positive traction and rare economy.

They are literally

"MILES AHEAD"

MADE BY

CONVERSE RUBBER SHOE COMPANY

MALDEN, MASS.

SERVICE BRANCHES:

New York: 142 Duane Street

Chicago: 618 W. Jackson Blvd.

EXCLUSIVE DISTRIBUTORS

Potter Hoy Hardware Co. Bellefonte, Pa.
Nash Hardware Co.....Fort Worth, Texas
F. P May Hardware Co., Washington, D. C.
McGowin-Lyons Hardware & Supply Co.....Mobile, Ala.
Sloss & Brittain, Beale and Mission Sts., ...San Francisco, Cal.
Stratton-Warren Hdw. Co., Memphis, Tenn.
William Stockhoff.....Louisville, Ky.
Stauffer, Eshleman & Co., New Orleans, La.
Failing, McCalman Company, Portland, Ore.
J. S. Latta & Co., 1318 Arch St..... .....Philadelphia, Pa.

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CLERKS WHO WANT AND WILL

Appearances Count Either for or Against You

The modern salesman is finding it a little bit more difficult to increase his income than the average union laborer. This is because many stores are now basing salaries on net returns.

Some stores sell on a 4 per cent basis, some as high as 8 per cent, while many pay only 2 per cent. Regardless of the commission, the salesman must sell more merchandise if he is to increase his income, and the only way that he can make these increases is carefully to study the four general divisions which thousands of other salespeople have studied in the last ten years. They are:

1—Appearance.
2—Language.
3—General intelligence.

"As to appearance, almost every large department store now has a standard for their saleswomen. Why they have never studied the appearance of their salesmen is something I have never understood. In the clothing and shoe fields a great deal of progress has been made in the general appearance of the salesman.

Such things as the following should be carefully considered by a salesman: His haircut, his collar, shirt, clothing, shoes and the appearance of his face and hands.

Out of a group of a hundred salesmen, you will seldom find more than ten men who are well groomed and who have a clean appearance.

A sales conference in New York at one time analyzed more than 100 men having other men pass on the men examined. Eight men had hair cuts that passed; twenty had collars that were the right size and right style; ten had neckties that harmonized with their shirts; fifteen had shirts that fitted and were of the right sleeve length; twelve had suits that fitted and were pressed and clean; while only eighteen had shoes that fitted with heels that were not run down.

It is a hard matter to criticize a salesman's appearnce, but if the salesmen and saleswomen are not carefully groomed, absolutely clean from head to foot, and trim in appearance, they lose greatly as the customer approaches them.

Any salesman can dress better for the same amount of money. The trouble with most salesmen is that they compromise and buy cheap things. They do not study colors and almost invariably they are too "flashy." If their appearance is right, customers sense it very quickly, and the customer unconsciously buys more readily.

Learning Better English

Now, as to language—there are more than 600,000 words in the English language, but the average salesman uses less than 5000 in his daily selling.

There are four simple ways of improving one's English:

First, study grammar, using such a simple book as the one entitled, "Business English for Evening Schools," published by the American Book Company, by William E. Chancellor. A school teacher who spent seven months checking up most of the grammars published found this one to be the best. The book can be digested in four to six weeks and will give any sales person an entirely new idea of business English.

Another method of improving your language is to read books rich in descriptive matter, such as those which Dickens wrote. Dickens was an artist in describing things. Of course, the stories are good in themselves, but the idea is to learn how to describe things accurately and create mental pictures for the customer.

Another way to improve your English is to write continuously. Sit down every night and write two or three advertisements on the merchandise you are selling. Show them to your wife or to your associates in business, and get them to criticize them. Writing six advertisements a week of 100 words each, means that you have written 600 words each week, and if you continue it every week for a year, you will write 30,000 words in a year. This would show how meager is your vocabulary.

Another method is to cultivate the acquaintance of lawyers, preachers, men with college educations. Spending a half hour or so with such people will show you the importance of clean, pure, business English. These people were compelled to study good English. They had to go through college to get their degrees. They associate with people who talk pure English.

If a salesman's appearance is 100 per cent and his language is accurate, clean, and free from slang, he has an advantage over the other salesmen, who are careless about their appearance and pay no attention to their vocabularies.

One of the reasons why the salesman in the average store is so far behind in his selling education work is because schools have never been established for him. Manufacturers pay little attention to him, while the average employer is always afraid he is going to ask for more money.

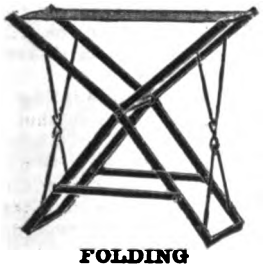
In the more progressive stores the employer is glad to encourage his sales people to expect more, based on their actual sales. One store in Chicago used to pay a weekly average of $30. Now its salesmen receive an average of $70 on a three and a half per cent basis.

There are hundreds of books now published and many courses in salesmanship which are designed particularly for the retail salesman.

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A Real Western Opportunity

To Sell Boko Collapsible Products



FOLDING STEEL STOOL

WHENEVER AN extra seat is needed — in the car or around a camp fire—this strong, durable and comfortable stool is ideal. Folds flat into a space of 7½x10 inches. All steel frame, heavy canvas seat and weighs only two pounds.

No. 1100
List Price $1.25

HERE are two Boko Products that have been ready sellers throughout the entire country—especially in the West.

Boko Products are backed by a strong guarantee. They are constructed of the best material and extra well made throughout.

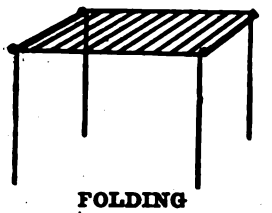
This high quality which is found in all Boko goods is largely responsible for their universal popularity.

Your customers will appreciate the advantage that these Boko conveniences offer.

Send in your order today. Order by catalog number.

MANUFACTURED BY
THE DEFIANCE WELDING CO.
DEFIANCE, OHIO

Sales Dept.: The Bailey-Drake Co., Inc., 1120 S. Michigan Avenue, Chicago.
Western Branches: St. Louis, Dallas, Kansas City, Minneapolis, Seattle, San Francisco.



FOLDING CAMP GRATE

AN excellent grate for cooking over a flame or coals. Made of heavy steel rods electrically welded. When not in use can be folded up. It occupies very little space. Made in two sizes. Detachable windshield can also be furnished.

No. 1110, 10x14, $ .75
No. 1112, 12x24, $1.15



THE LEE BROOM

is known and sold nationally. Many styles for various sweeping purposes. A good profit can be made on a small investment.

Write for interesting details about the new style

2 BROOMS IN 1

Lee Broom & Duster Co., Lincoln, Nebr.
(50 years making better brooms)



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

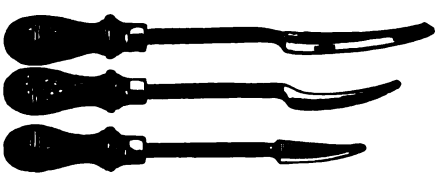
Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

MOUND TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers
Carbon Scrapers
Chisel Sets
Pry Bars
Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

Send for Catalog

Pacific Coast Representative
Omer Cox, 525 Market Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

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The salesman of the next generation is going to lift himself entirely out of the groove of present day salesmanship, and I think he will do it largely by studying his own appearance, his own language and his general intelligence. Improvement must and will come through his own efforts.

THREE NEW MIRRO ALUMINUM FACTORIES

The new plant of the Aluminum Goods Manufacturing Co., at Newark, N. J., has recently been completed, and three more factories are in the process of erection at Manitowoc and Two Rivers, Wis. Work on these is being rushed to completion as rapidly as possible.

The new buildings are all of the most modern construction, made entirely of steel, concrete and brick, and will have many features such as cafeterias for employes, washed air for ventilation and extra large windows, admitting an abundance of light.

The No. 2 Plant at Manitowoc will be six stories high with a nine-story tower. It will have two railway spurs running into the building for the receiving and shipping of carload lots, and an inside court for the loading of motor trucks.

The three new plants will increase present capacity of the Aluminum Goods Manufacturing Co. by more than 100% and add 2,500 employes to its payroll.

"ACCO" ROUND CORD PULLEY CHAIN

Progress in any field usually means new lines that the hardware dealer can handle to advantage; not merely that they are profit-bringers, but that the wide-awake dealers in every section find in them opportunities to demonstrate their own progressiveness by being the first to stock them. The advent of "Acco" Round Cord Pulley Chain, made by the American Chain Company, Incorporated, Bridgeport, Connecticut, affords an opportunity of this kind.

For years American Sash Chain has taken the place of sash cord in the big hotels and office buildings and in the better class of residences when built. But it hasn't been possible to apply this improvement to old houses as well up to now without the necessity of installing special pulleys.

However, this has been overcome by bringing out a special type of chain known as "Acco" Round Cord Pulley Chain, which will operate freely and smoothly over any common cord pulley, so that it is now possible to replace the troublesome and unreliable sash cord with the infinitely stronger and smooth running chain at a cost no greater than that of common grade sash cord.

"Acco" Round Cord Pulley Chain is made of the best steel obtainable, and blanked and assembled on specially designed automatic machines. Its strength is uniform throughout. In case of fire "Acco" Round Cord Pulley Chain won't burn. It will keep the windows closed and prevent drafts and the spread of a conflagration. It is looked upon with favor by fire insurance companies.

The builder likes "Acco" Round Cord Pulley Chain because there is no waste. It can be cut into exact lengths, and the quantity required checked. There is no knotting—it's all used.

It is easily handled, and won't deteriorate in stock. Packed in strong cloth bags containing 100 feet of chain, with 20 weight fixtures—enough for five double hung sashes. Supplied in two finishes—Copperized Steel and Special Rust Proof.

The Anderson Hardware Co., Cove, Ore., was recently damaged by fire.

TRADE MOURNS ROBERT KRAKAUER



With the accidental death of Robert Krakauer, vice-president of Krakauer, Zork & Moye's, El Paso, Texas, that locality loses one of its most prominent and valued citizens, and the trade of the West sees one of the pillars of its strength taken from under it.

While hunting at his ranch he was shot by the accidental explosion of a shotgun shell while his gun was being unloaded. He died soon afterwards.

Mr. Krakauer was born at San Antonio almost exactly forty-two years ago. He was a son of one of the pioneer merchants of El Paso. He was associated with his father and brother in the hardware business and was instrumental in making the firm of Krakauer, Zork and Moye's, one of the leading houses of the Southwest.

Always identified with numerous civic and philanthropic movements, Mr. Krakauer was recognized as a great citizen, as well as a great merchant.

He served a term as president of the Chamber of Commerce at El Paso and also headed the Rotary Club there. He attended the last three international Rotary conventions and only recently returned from a convention at Salt Lake. He was president of the Associated Charities, director of the City National Bank and part owner of the Sheldon Hotel.

He was a member of the Elks and University Clubs, regent of the College of the City of El Paso, director of the El Paso Country Club and active in Boy Scout work, a member of the Temple Mount Sinai and deeply interested in the irrigation projects of his home.

Mr. Krakauer is survived by his mother, Mrs. Ada Krakauer, his widow, a brother, Julius; his sister, Mrs. H. M. Dutter, of Albuquerque, N. M., and by his son.

OHLEN-BISHOP SAW COMBINATION

Announcement was made to the trade last month of the merger and consolidation of the James Ohlen & Sons Saw Mfg. Co., of Columbus, Ohio, and the George H. Bishop & Co., of Lawrenceburg, Indiana.

These two old and well known companies will, of course, carry on the established experience of each under the new arrangement, and will gain in the combined strength of resources which the affiliation effects.

James Ohlen & Sons have for sixty years manufactured solid and inserted tooth circular saws, mitre and novelty saws, mill, drag, gang and pit saws, cross cut, band and hack saws, points and shanks, saw machinery, tools and accessories.

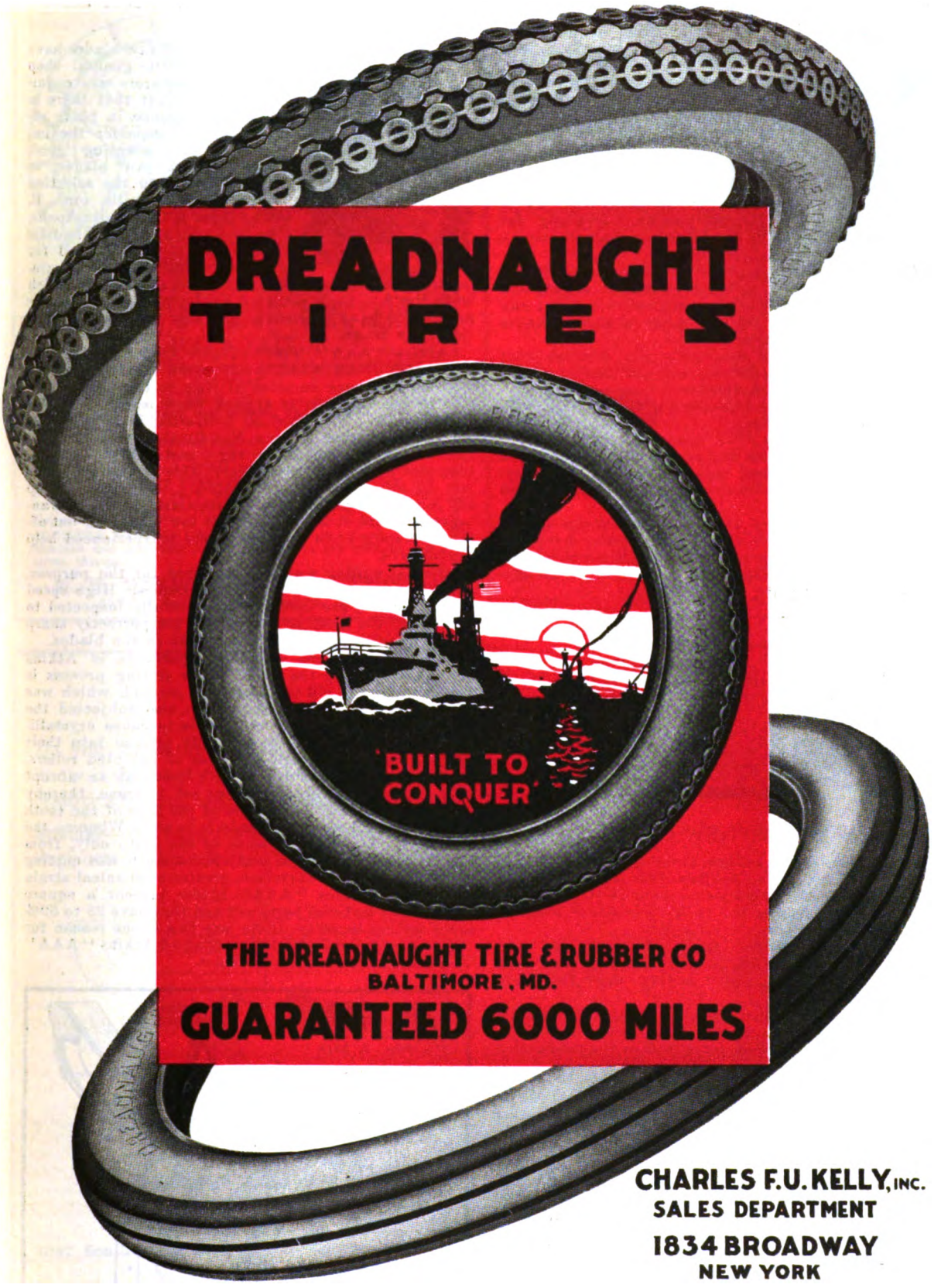
The Bishop Co. are famed for their "greyhound" hand saws, and for their compass, pruning, butcher and various trade saws, as well as Cincinnati trowels and a miscellaneous line of frames, handles and tools.

It is planned immediately to erect additional buildings at the Bishop plant and provide increased floor space at Columbus to install new and improved machinery, most of which will be built in the machine shops of the company.

Increased office facilities will also be necessary to handle the combined business.

C. E. Taylor will open a general hardware store at Long Beach, Cal.

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CHARLES F.U. KELLY, INC.
SALES DEPARTMENT
1834 BROADWAY
NEW YORK

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BOKO 2-GALLON MOTOR BUCKET



"In times of drenching prepare for drought," says the Defiance Welding Co., Defiance, Ohio, and likewise in times of the motorists's garage season, prepare for his camping and touring season.

We present herewith two views of the Boko Folding Bucket, which is now presented to the trade as a money-making specialty for next season's accessory counter.

With this bucket in his kit, the motorist is prepared to carry two gallons of water or gasoline without any fear of its leaking. Of course the ordinary canvas bucket will not hold gasoline.

The Boko is made of high grade gasoline-proof fabric, double sewed and tightly cemented. When folded it is 10 inches in diameter and ¾ inches thick, and it opens to a depth of ten inches.



A flexible tube at the side fastens to the top when the bucket is full, and when released acts as a funnel without the use of a valve. This is particularly convenient in filling a gasoline tank.

Inquiries concerning this, and other items in the Defiance line, together with prices and dealer discounts, will be gladly forthcoming from the office and factory of the company at Defiance, Ohio, or from the Bailey-Drake Co., sales agents, at Chicago.



F. E. MYERS' NEW CATALOGS

With three new catalogs covering their complete line, F. E. Myers & Bro., Ashland, Ohio, have sent their star silent salesman broadcast to cover the trade of the country in preparation for their tremendous business of the coming year.

Complete catalog No. 54 has been divided into power pump catalogs PP20 and hay tool and door hanger catalogs HT54, and it is these three that have been distributed.

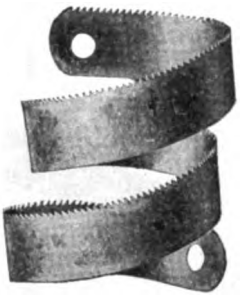
The material included has been brought up to date, and shows the many new productions which have been designed and placed on the market since the publication of the last specifications.

The company is particularly proud to feel that nothing is illustrated in these pages which is not manufactured at the Myers factory with the exception of half a dozen pages of tools and accessories needed in the installation of pumps and supplied only as an accommodation.

To those members of the trade who are not familiar with the Myers line these catalogs cannot help but be illuminating. To Myers dealers they are sure to bring new knowledge and selling power.

The company will be pleased to send catalogs to any dealer on application and will gladly furnish free electrotypes of any goods shown to be used for newspaper or circular advertising.

ATKINS NON-BREAKABLE HACK SAW BLADES



Since hack saw blades have come into such general shop use, manufacturers are cognizant of the fact that there is a vast difference in blade efficiency and consider the importance of selecting good, durable hack saw blades, as thoroughly as in the selection of files, twist drills, etc. E. C. Atkins & Co., Indianapolis, have made a most scientific study of the proper steel for hack saw blades and by careful analysis they have determined the exact alloy which lends itself to their patented hardening and tempering process, to give sufficient hardness and yet remain extremely tough.

Atkins "AAA" Non-Breakable Blades are treated in special ovens, which present the same degree of heat for the same duration of time to the proper portion of the blade as is applied when making the All Hard Blades. The final oil tempering is identical in all cases, so that Atkins Non-Breakable Hack Saw Blades have a very hard edge, and yet the special tempered back insures ductility. This is why they outlast all other blades. The liability to break or snap off is entirely eliminated. Particularly is this advantageous where it is necessary to use blades in out-of-the way spots or in shop use where inexperienced help is employed.

Special milling machines designed for the purpose, mill the teeth on Atkins "AAA" Blades. High speed milling cutters are used and are carefully inspected to make sure the teeth of the cutters are perfectly sharp and true, insuring a good clean tooth in the blades.

Another point of extreme importance is Atkins method of setting the teeth. This setting process is not done by the old style hammer method, which was found to be inadequate and which also subjected the blades to a shock which was liable to cause crystallization; but the teeth are carefully pressed into their full set position through a system of patented rollers.

This process does not bend a tooth at an abrupt angle, but rather gives a curve set to same, thereby presenting as much as possible of the face of the tooth to the material when the blade is in use. Whereas the old process presents the point of the tooth only, from which it can readily be seen that a much less cutting surface is used and therefore, greater mechanical strain per tooth. Atkins "AAA" blades present a square point to the material being cut and thus have 25 to 50% more cutting capacity. Users say this is one reason for the economical and efficient cutting of Atkins "AAA" Non-Breakable Hack Saw Blades.

ZIP - ZIP

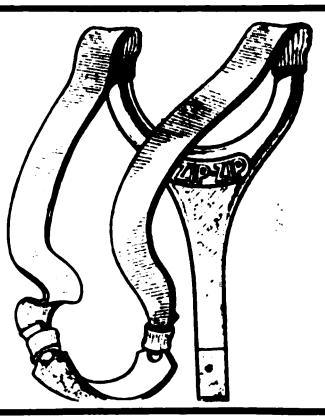
Pat. Sept. 3, 1918.

Train the boy to come to your store by selling him this popular article.

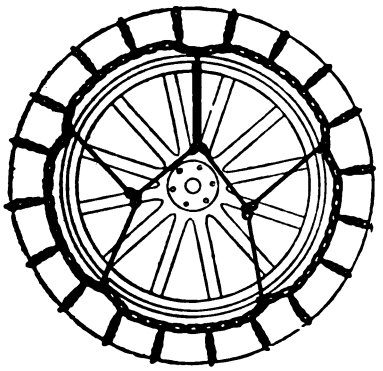
A great and rapid seller, something every boy wants. A trial order will prove to be an annual asset to you.

Get your Xmas orders in early; you can't have too many of them.

Automatic Rubber Co.
Dept. 85. Columbia, S. C.



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The Fastest Selling All-Year Accessory a Dealer Can Handle

Small investment — Good profit — Takes up little room —Every motorist needs them — And has no excuse for being without them at this price.

MERCHANT'S ANTI-SKID CHAIN TIGHTENER

$1.00 A PAIR

If dealer does not handle, sold direct prepaid on receipt of price

Simple and easy to attach. You can slip it on a customer's car in about one minute, and it means a sale every time.

By a scientific arrangement of the steel rods we are able to equalize the work of ONE SPRING and give an equal tension at all points of contact with the chain, making this article FOOL PROOF, as it will allow the chain to CREEP as it should on any make of tire, at the same time take up the slack as the chain wears or the cross chains break, as it is adjustable.

JOBBERS AND DEALERS:—Write at once for full particulars and generous terms, for now is the time to sell these things.

M. H. MERCHANT CORPORATION
236-238 Emma Street, Syracuse, N. Y.

WINNING ITS OWN WAY
Quality :: Uniformity :: Price



BUFFALO WEAVING & BELTING CO., Buffalo, New York

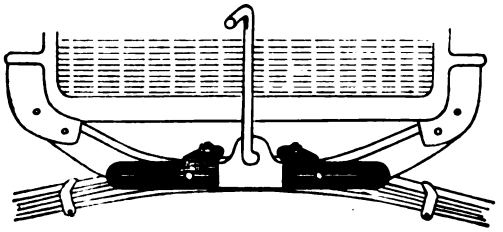
WESTERN DISTRIBUTORS

Waterhouse & Lester.....
.....Los Angeles, San Francisco, Portland
Lichtenberger-Ferguson Co.....Los Angeles
Hoffman Hardware Co.....Los Angeles
Weinstock-Nichols Co.....San Francisco, Los Angeles
Baker-Hamilton, Pacific Co.....San Francisco
Marshall-Wells & Co.....Portland

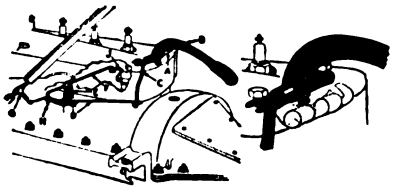
DEALERS

Do you know that you can make from 30 to 54% on the LEMCO Products? Do you know it **does not** require the help of a machinist to install any of the LEMCO auto accessories? When ordering specify LEMCO

Special—We have for immediate delivery 1/8x1x1 **one-piece** Angle Iron Ford Radius Rod Supports. You can save **25%** by specifying LEMCO



6 pr. on Counter Display Card or 1 to a Carton, No. 2-H Ford Number Bracket. Retail 25c.



Made from High Grade Draw Steel, **No Cast Parts**, improved type—can install in ten minutes.
No. 1-0 Ford Foot Accelerator. Retail $1.25.

MANUFACTURED BY

Lemco Mfg. Co.
LOS ANGELES

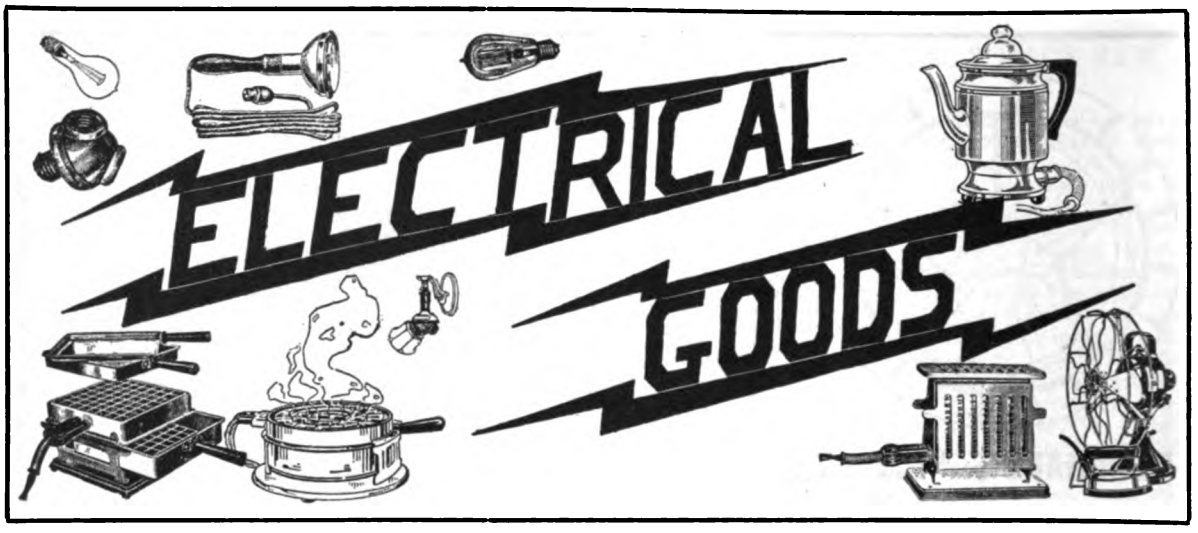
1042 South Olive Street, Los Angeles, Cal.



Don't Worry - this will fit

Can be adjusted to any width. Every dealer should stock these. No. 1-J Valve Grinding Tool. Retail $1.00.

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Electrical Household Specialties

Makes Opportunity for Every Merchant

(By Raymond Marsh, Secretary American Washing Machine Manufacturers' Association.)

PRESENT-DAY conditions make "Electrical Household Specialties" a necessity—and not a luxury—in every one of the seven million homes wired for electricity. In addition, the remaining fifteen million homes in this country are now demanding household specialties, not electric, such as hand, water and gasoline-power washing machines, gas ironing machines for household use, etc.

"The Electrical Household Specialties" industry is still in its infancy. Americans are noted for the ingenuity they have used to develop labor-saving devices and machinery; but, although leaders now in the development of household labor saving devices, their reputation in this respect is as nothing compared to what it will be five or ten years from now.

"The Electrical Household Specialties" industry today includes the following articles:

Fans	Lanterns
Heaters	Door Bells
Toasters	Grinding Machines
Sad Irons	Light Sockets
Heating Pads	Light Fittings
Curling Irons	Cigar Lighters
Chafing Dishes	Coffee Percolators
Vacuum Cleaners	Toys
Lamps	Portable Drills
Washers	

A glimpse of the size of the industry can be obtained from the following figures, which are conservative:

Number of homes wired, 8,000,000.

Increase in number wired, 250,000 to 300,000 per year.

Up to 1918 about 10,000,000 household electric appliances had been sold.

From July, 1917, to July, 1918, about 332,000 vacuum cleaners were sold.

In 1918, 686,000 heating and cooking appliances were sold through electrical channels.

In 1919, about 200,000 individual farm lighting plants will be sold.

Thousands Successful Hardware Dealers Selling Electrical Goods

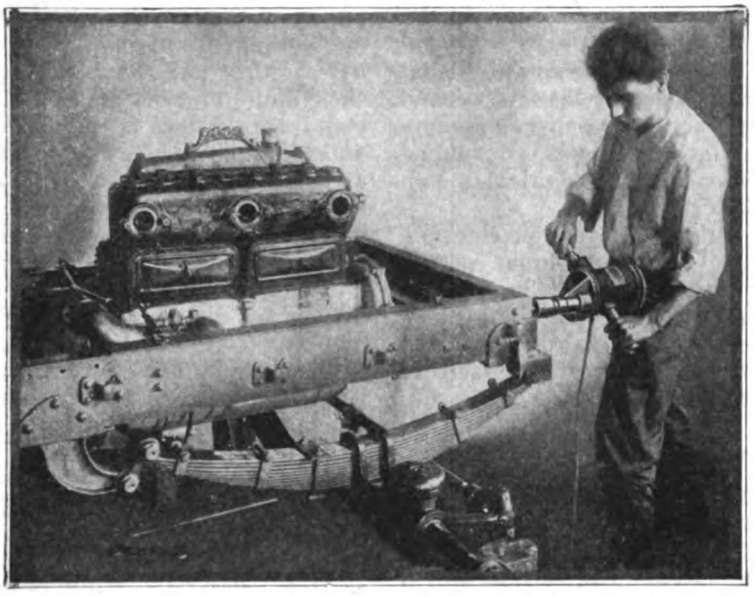
In the early days of the washing machine business the manufacturers distributed a large proportion of their production through the hardware trade, jobber and dealer. The relation which was developed between the hardware dealer and jobber and the manufacturer was, and still is, equitable and profitable to all parties concerned.

During the last several years, however, the proportion of the production of the washing machine industry distributed through the hardware trade, dealer or jobber has declined and not increased. This is an unfortunate condition; and, yet, it is a fact which you gentlemen should face and endeavor to remedy. If the manufacturers are at fault for this condition, they would like to know it. If the hardware trade is at fault, then surely you would like to know it.

Demand Greater Than Supply

The present demand for household labor saving devices, electric or driven by other kinds of power, is far in excess of supply. Numerous manufacturers of these devices have doubled their producing capacities and deliveries within the past year. They are using every intelligent, legitimate effort to increase production and they are getting results in spite of handicaps merely suggested by the phrases—labor prob-

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THE STANDARD PORTABLE ELECTRIC DRILLS AND GRINDERS WILL REDUCE COST AND SAVE TIME

The Tools you take to the work.

SPECIAL PROPOSITION TO JOBBERS AND DEALERS



WRITE US TODAY—AN EXCELLENT PROFIT AWAITS YOU

EVERY TOOL GUARANTEED BOTH ELECTRICALLY AND MECHANICALLY

BALL BEARINGS ARE USED THROUGHOUT

We manufacture drills and grinders for every class of work in all sizes—Write for Illustrated Catalog

THE STANDARD ELECTRIC TOOL CO.

CINCINNATI, OHIO

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lem, transportation difficulties, shortages of basic materials such as motors, wringers, polished and trimmed copper sheets, etc.

In our industry, alone, we can show results in the way of increase of deliveries, by units and not money, of over 95%—comparing our deliveries by units second quarter 1918 to second quarter 1919. These are facts beyond dispute which show that the household specialty industry is a growing one which you gentlemen cannot and dare not neglect.

Today, with all of the increase in production, the manufacturers of household labor saving devices are far behind on orders. The demand for these devices has just started. The hardware trade, to some extent, is cashing in on the demand, today, but it must prepare itself to meet the demand of tomorrow and the conditions of tomorrow.

Keep Pace With Wiring of Homes

Every user of a hand, water or gasoline power household labor saving device is an excellent prospect for an electric power device as soon as the home is wired. The rate at which homes in this country are being wired is remarkable. Figures will astound you. Here is a perpetual motion proposition, and one on which you should plan to make money. You have already made money in selling the hand, water, gasoline power devices, now turn around and sell the same customer the electric power device.

The women of this country are directing their energy toward the factory and the office and away from the household duties. "Uncle Sam" is urging increased production to reduce the cost of living. Women are doing more than their bit in this job to increase production. As the scope of their work develops and broadens they will have less time to devote to household drudgery. Under present conditions, drudgery is exactly the word to use in describing household work. These women are learning about machinery, production, labor-saving machinery, the planning of factory work—and they are fast losing their fear of machinery of any kind or description.

Who or what will clean and iron the clothes, wash the dishes, clean the rugs, cook the meals, etc? Household servants and washwomen are now so scarce, in a relative way, that they are demanding and getting fortunes for their services. The sky only is the limit by which they set their daily wage. The answer is—washing and ironing machines for household use, electric dish washers, vacuum cleaners, toasters, ranges, etc.—the whole series of electrical household specialties for use in the city and in farm homes by reason of individual farm lighting plants.

Replace Shortage of Servants

The demand for these devices will greatly expand because we are not developing a servant class in this country. Unlike in England and in France, your wife or my wife cannot find a servant who is or will be proud of her job and proud of the fact that she works for you or for me. Servants' and maids' unions may be formed here as they have been in England and France, their hours of work and rates per hour may be standardized here as they have been in England and in France. The fact remains that, in a relative way, good household servants are as scarce as hens' teeth and we are not developing a servant class in this country. Add to these facts the proposed restriction of immigration and you get but a glimpse of the possibilities of making money by distributing household labor-saving devices.

Household servants are making it a condition that the home be furnished with labor-saving machinery if they are to stay. The housewife, if she has no servants, now realizes how much more of a necessity these labor-saving devices are. On the point of solving the problem of clean clothes for the family, she knows, only too well, that the most economical and the most sanitary way of getting clean clothes for the family is to have the washing and ironing done in her own home. She has had all she wants of the public laundries.

The war has done more to increase the use of household labor-saving devices than anything else could have done.

Dealers and Customers Now Picked on Cash Basis

The jobber or the dealer handling most of these articles today is in a position to pick and select his customers. Demand exceeds supply. Deliveries because of shortage of certain basis raw materials, in many cases, are slow and uncertain. The jobber or the dealer who takes his discounts is getting the better service. He, in turn, selects the customer who takes the discount and who pays cash.

The whole industry is being placed on a more solid basis and foundation.

Plans for financing customers who purchase on deferred payment plans have been developed which will adequately and properly protect both dealer and customer. Here is an industry with unlimited powers of expansion, with possibilities indescribable. Its product is an absolute essential under modern living conditions.

Properly planned, the industry will develop on a most solid foundation. Manufacturers of automobiles now sell their product for cash against documents. Why shouldn't the manufacturers of these electrical household specialties do likewise? By so doing, they will develop for themselves a most responsible group of jobbers and dealers who can adequately cover their respective territories and who will make out of their distributive function real profits commensurate with the opportunities now open in this great field of industrial endeavor.

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An opportunity is now knocking at your door. Properly welcomed and developed it will make for you and your companies real profits far in excess of any you have ever dreamed could be made on the distribution of household appliances. This distribution field is before you; it is open to all alike; it awaits your intensive cultivation. If you do not start to work on it, others will. Don't wait too long.

The Garber Hardware Co., Butte, Mont., was recently burglarized of a small amount of tinners' tools, pipes and coils, to the amount of about $50.00.

The stock of the Larson Hardware Co., Yakima, Wash., has been sold to Messrs. J. H. Morrow, C. W. Drew, A. L. Donaldson, who have incorporated as the Drew-Donaldson Hardware Co. with a capital stock of $50,000. The store is to be remodeled within and without.

Clinton W. Bean, for several years connected with the Lee Allen Hardware Co., Palouse, Wash., has resigned his position to accept an appointment as head of the hardware department of the Potlatch Mercantile Co., Potlatch, Idaho. Mr. Bean is an experienced hardware man, and his friends predict great success for him in his new capacity.

A. C. Quandt, Jr., formerly assistant cashier of the Merchants' National Bank, Santa Monica, Cal., has taken over the business of the Thomas Hill Hardware Co. at that place. His own business and financial experience, combined with the many friends which have been accumulated by the former owners of this business should provide a winning combination.

THE ELECTRIC WOMAN

When she talks too long—Interrupter.
If her way of thinking is not yours—Converter.
If she is willing to come halfway—Meter.
If she wants to go farther—Conductor.
If she wants to go still farther—Dispatcher.
If she wants to be an angel—Transformer.
When she is sulky and will not speak—Exciter.
If she gets too excited—Controller.
If she proves your fears are wrong—Compensator.
If she goes up in the air—Condenser.
If she wants chocolates—Feeder.
If she sings false—Tuner.
If she is in the country—Telegrapher.
If she is a poor cook—Discharger.
If she eats too much—Reducer.
If she is wrong—Rectifier.
If she is cold to you—Heater.
If she gossips too much—Regulator.
If she fumes and sputters—Insulator.
If she becomes upset—Reverser.

Hazard & Gould have moved their stock with the Barker-Ascher Arms Co., at San Diego, Cal., the two firms having consolidated. The new firm will be known as the Hazard & Gould Hardware Co. and will carry a complete line of cutlery, tools, shelf hardware, auto sundries, paints and electrical appliances. Sporting goods will continue to be a principal feature.



WHITE Hygrade C-4. Looks like china. Glow instead of glare. Tipless. The newest lamp to bear the red Hygrade trademark.



The Newest Lamp

Here's a chance to sell soft, opalescent light to hundreds of everyday customers—a different light from any they have ever had and one which can be used to advantage in every room in the house. The

WHITE Hygrade C-4
tipless GAS FILLED

glows instead of glares and cannot break easily, because it has no tip.

Demand for this lamp is increasing rapidly. Why not push it to take the place of 25, 40 and 50-watt B lamps and gain the profit and prestige that a good new article always brings?

Baker, Hamilton & Pacific Co.
San Francisco, Cal.

Seattle Hardware Co.
Seattle, Wash.

Tritch Hardware Co.
Denver, Colo.

Hygrade window displays and Hygrade newspaper advertisements will help you sell Hygrade Lamps. Write us about them.

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RETURNS 50% OF PREMIUMS

To take care of the rapid increase in their business the Minnesota Implement Mutual Fire Insurance Company of Minnesota, the Retail Hardware Mutual Fire Insurance Company of Minnesota and the Hardware Dealers' Mutual Fire Insurance Company of Wisconsin have contracted to handle their western business through the Western Hardware and Implement Mutual Fire Insurance Agency, 905 Pacific Bldg., San Francisco, with Charles A. McKenzie as manager.

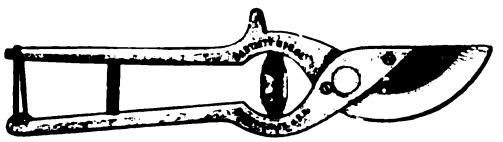
These companies have for many years returned 50% of the premium collected and in addition have accumulated assets amounting to over $2,500,000. Combined they have $1,250,000,000.00 insurance in force.

These companies write insurance only for hardware and implement dealers. As their risks are so scattered, their fire losses run about half those of a company that writes general insurance. The policyholder does business direct with the company, also a big saving.

They do not write insurance in conflagration districts and only carry a small amount in the large cities. No dealer should neglect the opportunity of securing his fire insurance for half price. In these companies the surplus and profits belong to the policyholder.

Mr. McKenzie is a newcomer to the far West, but his pleasant personality inspires confidence and is sure to make friends for him in his new territory, just like those he left. Further information can be secured by addressing their office at 905 Pacific building, San Francisco, Cal.

No. 999 SECATEUR



This hand pruner is modeled after a French tool. The handles are drop forged from open hearth steel and the blade stamped from crucible tool steel.

Its worth and quality are guaranteed to give satisfaction to both user and dealer.

BARTLETT MANUFACTURING CO.
36 E. Lafayette Ave., Detroit, Michigan
San Francisco Office: A. RANNIE, Agt., 693 Mission St.



EDITOR BECOMES EXCHANGE MANAGER

The Merchants' and Manufacturers' Exchange of New York has secured as manager of its hardware and housefurnishing department P. A. Revere, who for three years was managing editor of the official journal published in Pittsburgh by the Pennsylvania & Atlantic Seaboard Hardware Association.

The Merchants' and Manufacturers' Exchange is owned and controlled by the Nemours Trading Corporation, of which Alfred I. du Pont is president. Grand Central Palace is to be made into a permanent exposition building and trade center, particularly along export lines.

In addition to the hardware and housefurnishing floor there will be: The International Machinery Exposition of Municipal Equipment, the International Machinery Exposition, the International Exposition of Mining Industries, the International Farm Tractor and Implement Exchange and the International Exposition of Factory Appliances. Each of these exhibits will occupy an entire floor with something like 50,000 square feet of floor space. The four lower floors of the Palace will remain for exhibitions of a temporary nature, such as the Automobile Show, the Electrical Show, etc.

Mr. Revere is especially well equipped to handle the permanent exhibition of hardware, housefurnishing and American-made toys which will open some time in October. A permanent exhibition of American-made toys will be made a feature of the hardware and housefurnishing floor. American toy manufacturers are fast learning that the hardware dealer makes an excellent all-year-round distributor of the toy of the better class.

Opening of the Hardware and Housefurnishing Exchange will be celebrated at the Palace during the week November 1 to 8, inclusive, which will be known as "Hardware Week" in New York.

Following this introductory "week" the Exchange will remain open permanently. The entire eighth floor with 50,000 square feet area in the great exposition building—the new world trade center—has been devoted to the Hardware Exchange, which will include a complete display of hardware, tools and small machinery, heating and lighting fixtures, household furnishings and domestic labor-saving devices, such as washing machines, besides toys and novelties.

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THE NEW REMINGTON AUTOMATIC PISTOL

Rumors of a new pocket model automatic pistol to be brought out by Remington UMC have been persistent for so long that the final announcement loses some of its news value. However, the new **Model 51 Remington Automatic Pistol** is so thoroughly interesting and representative of the Remington UMC progressiveness in design and high standard of manufacture that it will attract a great deal of attention and favorable comment.

General specifications are as follows: Caliber .380, takes the .380 rimless standard metal-cased or self-pointed automatic pistol cartridges obtainable anywhere. Capacity of magazine, seven cartridges. An



additional cartridge can be carried in the chamber ready to fire instantly when the safety lever is forward. This is two more cartridges than can be carried in any revolver of similar caliber. Length is 6⅝ inches, width or thickness, 9-10 inch; weight unloaded, 21 oz.; finish, browned (durable dull black); stocks, hard rubber.

Each time the trigger is pulled, the pistol fires one shot, automatically ejects the empty shell, and reloads ready to fire. The breech remains positively locked until the bullet has left the muzzle, the action not being the blow-back type. This positively prevents shell-head blowouts and breech escape of powder gas.

Action is "hammerless," the hammer being completely enclosed in a typical Remington solid breech, insuring safety; ejection is at the side, another safety feature. An automatic grip safety prevents firing unless handle is grasped and trigger pulled; this permits carrying the pistol fully cocked with entire safety. A thumb-operated safety lever on the left side adds additional safety when the pistol is carried or is laid away; also serves as an indicator, the safety lever and the grip safety both showing whether or not the hammer is cocked: If the safety lever is in the forward position and cannot be raised, the hammer is down, but if it can be raised the hammer is cocked; if the grip safety is depressed, the hammer is down, but if it is out in its rearward position the hammer is cocked. Thus the position of the hammer can instantly be determined by sight or sense of touch.

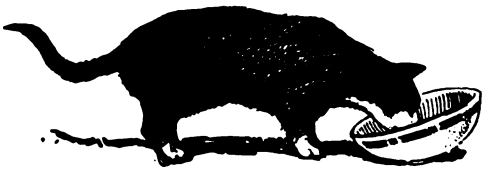
Locked With Magazine Removed

These safety features, valuable though they are, however are not in themselves sufficient to make a pistol completely safe, and the new Remington has in addition a special automatic sear lock which is actuated by removal of the magazine. Taking out the magazine automatically locks the sear, so that if a live cartridge has been left in the chamber it cannot possibly be fired.

It is not easy to decide which of the two outstanding features of this pistol is the most important—its complete safety or its self-aiming design. Pistol owners who make a practice of using a pistol for pleasure, instead of simply keeping it in the house for protection, will find much pleasure in shooting this pistol without deliberate aim.

The low thrust of recoil above referred to greatly reduces the tendency to kick up, and the correct fit to the shooter's hand enables accurate pointing without

Who Licks the Cream?



Mr. Hardware Merchant:
Mr. Implement Merchant:

Buying insurance is just like buying your stock. There is one jobber who will offer you the GREATEST VALUE, and his line will be your BEST BUY.

The jobber who handles HARDWARE LINES exclusively is going to do you the greatest service. I am such a jobber.

Furthermore, you profit on a policy which can only be sold to merchants outside of conflagration districts. You do not help to pay the losses on some careless restaurant or barn owner. In brief, this is the result:

YOUR PROTECTION....100%
YOUR PREMIUM REFUND..... 50%
YOUR **CREAM**..... 50%

Let us go into the matter of MAXIMUM EFFICIENCY FIRE INSURANCE with you. Let's take it up right away.

CHAS. A. McKENZIE, Manager
WESTERN HARDWARE & IMPLEMENT MUTUAL FIRE INSURANCE AGENCY

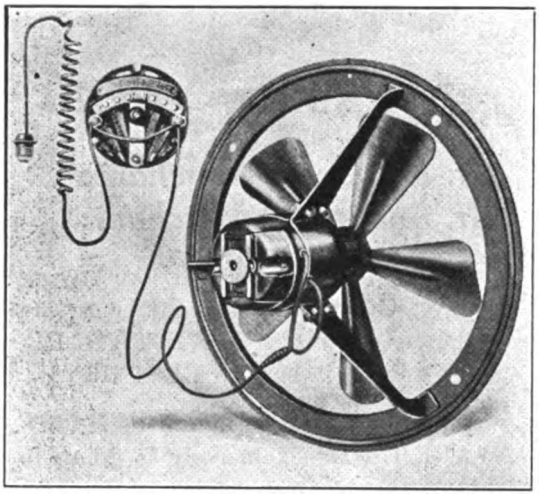
905 Pacific Building. San Francisco, Cal.
Los Angeles, 1138 North Edgemont Street.
Portland, Ore., 388 Taylor Street.

Representing:
Retail Hardware Mutual Fire Insurance Company of Minnesota.
Minnesota Implement Mutual Fire Insurance Company.
Hardware Dealers' Mutual Fire Insurance Company of Wisconsin.

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consciously taking aim. Great attention given to securing perfection of balance and especially to getting exactly the right shape of handle.

The new Remington should instantly arose keen interest and judging from the high standard of material and workmanship set for all Remington arms, it will hold its popularity.



BUFFALO'S NEW BREEZO FAN

"It will blow air all day for the price of a cigar," says the Buffalo Forge Company, in announcing that it now has ready for the trade its new Breezo 16-inch fan upon which development is complete.

This is primarily a hot weather proposition, but there are 500 of them in stock and in process of finishing, and it is not too late to get some nice business for a ventilating fan that is cheap, reliable, has adjustable speed, is quiet and efficient. No disk fan will handle air economically through long ducts, but for taking air out of or bringing it into a room the disk fan is as good as the best, and the 16-inch Breezo handles more air and takes less power than any of them.

Its maximum speed is 1000 R. P. M. with a capacity of 1000 cubic feet each minute. The price with speed regulator complete is $28.00 net f. o. b. Buffalo. The Universal motor will run on any 110-volt circuit and takes about 1-30 part of a horsepower, so that it can be run all day for less than the price of just a fairly good cigar.

Orders now will insure prompt delivery, according to the company's announcement. Circulars will be gladly forthcoming on receipt of any dealer's name.

DO YOU KNOW KENT RACKETS?

With over twenty-six different tennis rackets in his line, E. Kent, of Pawtucket, Rhode Island, offers to the hardware and sporting goods merchants a novel business-builder and friend-maker.

In the catalog are listed rackets all the way from the latest model of selected second growth white ash, reinforced on the inside and outside with compressed black fibre, and listed at $10.00, down to the boy's and girl's model, listed at $1.00.

Kent lawn tennis rackets are guaranteed to be perfect after careful inspection when leaving the factory. The makers will repair or replace any defective rackets when the weakening was not due to abuse or neglect, if made within 30 days after date of purchase. The strings used in Kent rackets are the best that years of experience can select.

Any western merchant desiring to have more complete information on this line, should communicate with the Pacific Coast agent, the Phil B. Bekeart Co., San Francisco.

SAFETY AND PREVENTING FIRES

It is generally known that a large percentage of fires are preventable by the use of fire-preventing pipes, thimbles, flue caps, roofing, etc. The illustration on page 70 shows the Safety Interlocking Stove and Warm Air Heater Pipe made by the Safety Interlocking Stove Pipe Company of Mount Pleasant, Iowa. When used in connection with the company's safety flue thimble, cap and elbow, the home or building has taken a great step in the direction of fire prevention.

If properly taken care of, these pipes, thimbles and caps will last a very long time. They come in various sizes and the company will manufacture them according to specifications at reasonable prices. The Safety Interlocking Stove Pipe Company, of Mount Pleasant, Ia., is pleased to give full particulars and circulars to anyone writing for them and dealers and installers are advised to take advantage of this opportunity.

STOVOIL KILLS GERMS AND BRIGHTENS KITCHEN

In this day and age every modern housewife realizes that germs and bacteria thrive wherever a breeding place is provided. Kitchen tables and utensils are scrupulously scoured and sterlized.

It is a scientific fact that on gas stoves and ranges cracks and crevices (often too small to be seen with the naked eye) abound with bacteria. Rust, dirt and grease collect in these cracks and crevices.

As long as there is oxygen in the air, metals will continue to oxidize or rust, as this is nature's natural force to reduce man-made metals back to their native state. This process can be retarded only by sealing the pores of the metal and protecting it from the atmospheric elements.

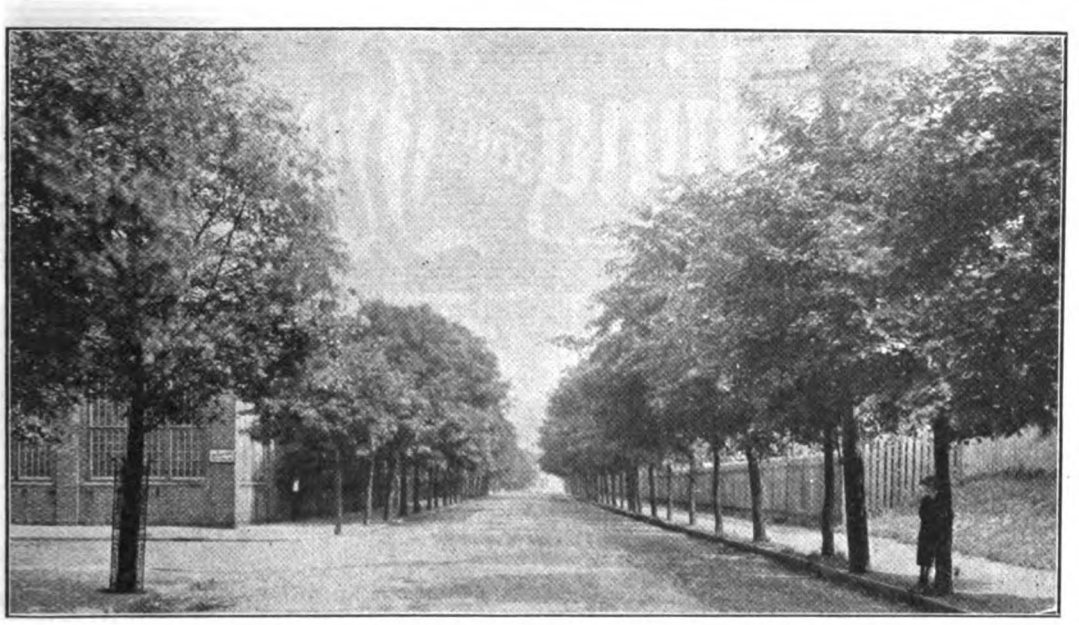
With this object in view, the Superior Laboratories, of Grand Rapids, Michigan, have developed for the operating gas companies of America a preparation known to the trade as "Stovoil." "Stovoil" consists of several recognized rust resistants in solution, besides a solvent agent which removes the grease. This preparation not only cleans the stove, but leaves an attractive semi-satin gloss finish, and the rust slowly but surely disappears.

"Stovoil" is said to be the only preparation which is recognized for applying to the interior of the ovens as well as the outside of the stoves. It is easily applied, drys immediately and cannot soil the hands or clothing. It is being sold today through practically 95% of the operating gas companies who handle gas appliances throughout the United States, Canada, West Indies and Hawaiian Islands.

The history of "Stovoil" in the gas industry, as well as the hardware trade, covers a period of only a few years' time, which, however, is exceedingly rich in accomplishments. The Superior Laboratories, on account of the increasing demand has been compelled to increase their manufacturing facilities four different times. They have recently secured the services of R. Wallace Hook, sales manager and advertising specialist of nationally recognized ability, who is now laying the foundation for a whirlwind campaign which will make "Stovoil" known and demanded by the public throughout the entire world.

Special plans are being arranged for co-operating with the hardware dealers so that they may also reap a profitable harvest through the big public demand for this useful and reliable preparation. Liberal sized test bottles will gladly be sent to all interested dealers upon request, so that they may appreciate the wonderful qualities and sales possibilities of the original "Stovoil."

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SHADE TREES LEAD TO SAW BLADES

It is peculiarly interesting and seemingly contrary that the largest concern in the world manufacturing saws, whose blades for years have been used in denuding many thousands upon thousands of acres of timber, began twenty-three years ago planting, growing and preserving beautiful shade trees.

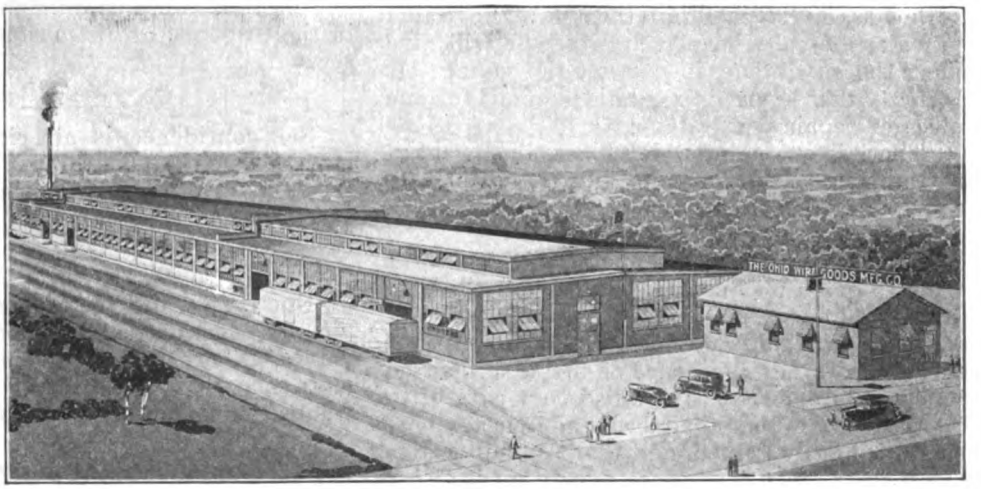
The accompanying picture shows a fine avenue of hardy Norway maples on both sides of the approach to the fifty-acre factory of Henry Disston & Sons, Inc., Philadelphia.

One of Disston's long-time employes, when viewing this photograph, remarked: "Well do I remember the old walk, and four times a day for many years I trod the path along with thousands of fellow-workers. It was of cinders, trodden down, and in the summer this long, wide, deep bed of cinders seemed to absorb the hot rays of the sun and throw them out with redoubled vigor as you walked along. The improvement is a lasting and beautiful memorial to the thoughtfulness of Samuel Disston, whom all the boys called "Uncle," for, reaching the shade of the wide-spreading branches of the maple trees, one enjoys the cool, delightful stroll along the smooth cement pavement to the entrance of the work."

Manufacturing plants in outlying districts and municipalities may well take note of this as an example which will bear emulating.

Returning from a trip round the world, which combined business and pleasure, Arthur R. Bird, Pacific Coast manager for the Thomas Publishing Co., is back with new enthusiasm and energy. He reports that the Thomas Register of Manufacturers will have a world wide circulation from now on. Mr. Bird will be reorganization.

"LAST WORD" IN COTTER PINS



For over six years the Ohio Wire Goods Mfg. Co., Akron, Ohio, have specialized on the manufacture of Steel Spring Cotter Pins, Cellar Box Cotters and Flat Spring Keys.

These long years have of course given them preeminence in the manufacture of these lines, and the Efficiency Cotter, which this company now manufactures, is submitted to the trade as a thoroughly tried and true article. The leveled point facilitates easy and rapid insertion and the elongated head allows a blow on the head of the pin automatically to spread the shanks. It is stocked by all the leading jobbers, and those dealers who trade in cotter pins will do well to investigate this item. It is the claim of the company that they have by far the largest productive capacity in cotter pins in the United States.

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Plumbing and Heating

HOW TO MAKE THE JOB PAY

Whenever a Western plumber has a call for a man, involving a small item, he tries to make the trip worth while by getting a little additional business. He asks his customer if she knows of any one else in the neighborhood who has similar work.

"The reason, Mrs. Bennett," he says, frankly, "is that if I can get another job or two out your way for our man to attend to it will not cost you so much for your work."

Mrs. Bennett may tell him that she heard Mrs. Martin say she was having trouble with her basement drain.

Then he telephones Mrs. Martin and explains that his service man is coming out her way to do some work for Mrs. Bennett, and asks if she has any repair work to do. He suggests that it is possible for them all to benefit if she has.

If Mrs. Martin hesitates, the plumber says: "How about your basement drain, faucets—" Of course, Mrs. Martin recalls that the basement drain needs attention, and the plumber generally gets the work.

If the original customer, Mrs. Bennett, should happen not to give him any "leads," the plumber calls a few customers in the neighborhood, candidly telling them that he wants to make the call cheaper, and that he will give them the advantage, in part, of the saving. It is rarely that he has to send his man out for one piece of repair work alone.

There is one point which he says is essential to the success of the plan, and that is not to show too great a reluctance to come for the original order alone.

"People may get the idea that you want them to drum up business before you will turn your hand over," he says. "I am very careful to tell them frankly my motive and to point out the saving to all concerned if the work can be bunched in one trip. I am also very careful to let them know that their order, no matter how small, is highly valued, and that we will render the service, even if we lose money on it."

A man who talks too much or who is constantly on the move, seldom has time to think.

The man who enjoys his business as much or more than any recreation he can find, is bound to succeed.

Make your advertisements warm and human. An ice-cold advertisement does not appeal to live people.

There is nothing which builds for greater permanency than honesty, truthfulness and straightforwardness.

Don't be afraid of competition. If you meet it in the right way, it is the best friend that a live-wire business can possibly have.

He that understands not his employment, whatever else he knows, must be unfit for it; and the public suffers by his inexpertness.

—William Penn.

Money is not everything. Co-operation of people who are genuinely interested in the success of your work, cannot be paid for in dollars and cents.

He that neglects his work robs his master, since he is fed and paid as if he did his best; and he that is not as diligent in the absence as in the presence of his master cannot be a true servant.

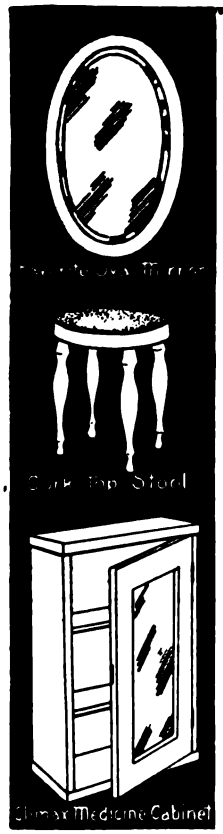
—William Penn.

Self-confidence is all right, provided you have learned to do things by actually doing them, or have gained experience enough to feel sure you can carry a little larger job through to successful completion.

Once in a while, the carbon of everyday commonplaceness needs removing from the business valves, in order that the machinery will run more smoothly, and greater power will be developed from the fuel burned.

Make an inducement in the way of discounts, of cash prices for those who do not ask for extended credit. Some stores are charging at the rate of fifty cents a month for the use of a charge account, whether it be large or small.

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MADE WHITE STAYS WHITE

Years of actual service under all conditions, have established the reputation for permanent wearing quality of

Genuine Pyralin Snow White Bath Room Fixtures

All our products are made strong and durable and are covered with **genuine Pyralin**—a pure white substance applied in sheet form with our patent process. Easily kept purely sanitary by the use of soap and water.

In buying white bath room fixtures insist upon the **genuine Pyralin.**

C. F. CHURCH MFG. CO.
HOLYOKE, MASS.

These goods can be obtained from the LEADING JOBBERS. INSIST ON THEM. If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. Sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and leading jobbing houses.



Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.
Pittsburgh, Pa.
38 SOUTH DEARBORN ST., CHICAGO, ILL.
Factory, Oakmont, Pa.

GENUINE

ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

THE ARMSTRONG MFG. CO.
276 Knowlton St.
BRIDGEPORT, CONN.
New York Office: 248 Canal St.

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The Merchant Plumber

MR. PLUMBER, you are missing a great source of income at a very small outlay. You are letting yourself drift along in the same old current of your predecessors. You are making your calling a "trade" instead of a business—a very necessary business, with wonderful possibilities in the way of profits.

Now, coming back to this merchant idea, did it ever occur to you that you are wasting store space for which you are paying good money? You are—you most surely are—unless you are doing what I am about to suggest, to urge, you should do. And that is, convert your store or "office" from a storehouse of workmen's supplies to a salesroom of household supplies. There are dozens of articles right in your own line you could profitably handle, articles you know about because you buy them for your own work.

Why Not Be a Merchant?

In addition to plumbers' supplies, include a wide variety of household articles, such as heating and lighting accessories, mantles, electric, gas and oil heaters, electric bulbs, shades and lamps, etc., bathroom fixtures, towel racks, soap cups, stools, spongeholders, etc., toilet articles, pitcher and laundry supplies, and hundreds of similar articles your neighbors would be glad to buy from you, because they appreciate the fact that you know the quality and value in these things.

Then in the smaller towns and farming districts there is another opportunity. Electricity has replaced the oil lamp here, and with electricity comes electrical equipment—the electric pump, which provides running water and all the equipment that goes with it, and all the domestic electric appliances—the dish washer, the clothes washer, the electric iron, the vacuum cleaner, etc.

There is a plumber in the Southwest who says his average sale to a farmer is between $3000 and $4000 a year.

Of couse, if you have a window, by all means dress it, and dress it with care and taste. Do not put everything in your stockroom into your window, for remember, your window, properly dressed, is the very best advertisement you could get. It speaks for you directly to every passerby.

This matter of window dressing is important. In the near future I shall go into it in more detail. But look into this question of making your calling a business, not just a "trade." Become the business man you have the right, the training and ability to become.

It really means a change of scenes
When dealers show their summer screens.
—Reeg the Rhymer.

HUNKA TIN

You may talk about your voitures,
When you're sitting 'round the quarters.
But when it comes to getting Blesses in.
Let those heavy motors be,
Pin your faith to Henry F's old Hunka Tin.
Give her essence and l'eau,
Crank her up and let her go,
You back firin', spark plug foulin' Hunka Tin.

The paint is not so good,
And no doubt you'll find the hood
Will rattle like a boiler shop en route;
The cooler's sure to boil,
And perhaps she's leaking oil,
Then oftentimes the horn declines to toot.
But when the night is black,
And there's blesses to takes back,
And they hardly give you time to take a smoke.
It's mighty good to feel,
When you're sitting at the wheel,
She'll be running when the bigger cars are broke.

After all the wars are past,
And we're taken home at last,
To our reward of which the preacher sings;
When these ukulele sharps
Will be strumming golden harps,
And the aviators all have reg'lar wings;
When the Kaiser is in hell,
With the furance drawing well,
Paying for his million different kinds of sin,
If they're running short of coal,
Show me how to reach the hole,
And I'll cast a few loads down with Hunka Tin.

IN A MANNER OF SPEAKING

Negro Sergeant: "When I say ' 'Bout face!' you place de toe of yo' right foot six inches to de reah of de heel of yo' left foot and jus' ooze aroun'."

A CLINCHER

Pat O'Flaherty, very palpably not a prohibitionist, was arrested in Arizona recently charged with selling liquor in violation of the prohibition law. But Pat had an impregnable defense. His counsel, in addressing the jury, said:

"Your Honor, gentlemen of the jury, look at the defendant."

A dramatic pause; then:

"Now, gentlemen of the jury, do you honestly think that if the defendant had a quart of whisky he would sell it?"

The verdict reached in one minute was: "Not guilty."

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FAULTLESS QUALITY
MLK
PROMPT SERVICE

M. L. KLINE

Plumbing, Heating, Mill and Steam Supplies

Exclusive Agents for
The William Powell Company
Valves and Specialties

30 Years Wholesaling in Portland

84-86-87-89 FRONT ST.

Garden Hose Valves
OF
Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.



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SHOWING HEATERS MAKES SALES

Last spring a plumber merchant had a number of electric heaters he could not move. He did not want to carry them on his shelves through the summer, but no matter how eloquently he "talked" them to his neighbors he was unable to make a sale.

"Why didn't you make a window display of them?" asked an advertising man to whom he was telling his troubles.

"Oh, I have put them in the windows, but it doesn't do any good. People don't look at them!"

"Well, that's just the trouble," commented the decorator, "you don't make them look into your windows!"

So that evening they together fixed up a window display, adopting the department store style. The next morning, when the shade was drawn, a crowd promply collected. There was a crowd there all day, and that night less than a dozen electric heaters were left in stock. It worked so well that the plumber merchant wired for another shipment, to be delivered immediately.

And this was what passers-by saw:

Windows Make Sales for Plumber

The plumber and the advertising man had set up a beautifully and fully equipped bathroom. Not a thing was missing—bath, shower, basin, toilet, the necessary white-enameled stool, towel racks, etc. But it was too cold outside that room, one of those early spring days that remind you more of fall, for there was snow on the outside of the window.

But inside, the room looked cosy and inviting. Why? One of those electric heaters, with current on, was radiating warmth all over that bathroom. Who wouldn't want to bathe with such attractive fixtures, such comfort? The display spoke louder than a dozen direct sales talks. People saw the "cold" outside — the snow suggested that; and they saw at once the great comfort to every member of the family at bath time. Few bathrooms are warm enough for really comfortable bathing without some such added heating as the portable heater, electric, gas or oil, supplies.

This method of moving the dead ones is quite applicable to any piece of merchandise the plumber merchant handles. Look over your stock, and try this way of cashing in on goods you have long placed in the loss column.

The following story is an illustration of the unfailing humor of the Yankee soldiers in the trenches: Bill, from the Bowery, busily engaged in hunting "cooties," says to his companion in misery: "Say, I knows now why dat guy Napoleon always had his picter took wid his hand in de front of his shirt."

SELL HIM SOMETHING

When you get up against the man
  Who says he doesn't need a thing,
  (And says it so it leaves a sting),
Don't let him get you on the pan,
But hold your goat and lay your plan.
  Then after he has had his fling—
  Just sell him something!

The man who's always full of air
  Will often preach at length to you
  And tell you just what he would do
If selling goods was his affair.
  You wait a bit till he's all through—
  Then sell him something!

The man who always cuts you deep
  Is he who holds you at the door
  And shows you plainly you're a bore.
He'll make you feel so rotten cheap
You'll want to knock him sound asleep.
  But don't get mad. Just talk some more
  And sell him something!

"I say, miss, where's the bar?"

"What kind of a bar?" queried the waitress in return, and as icily as she could.

"Why, a liquor bar, of course," he drawled. "What sort of a bar did you suppose I meant?"

"Well," she said, and her eyebrows arched slightly, "I didn't know, but I thought you might mean a bar of soap."

There's a town called Don't-You-Worry,
  On the banks of the River Smile,
Where the Cheer-up and Be-Happy
  Blossom sweetly all the while.
Where the Never-Grumble flower
  Blooms beside the fragrant Try,
And the Ne'er-Give-Up and Patience
  Point their faces to the sky.

In the valley of Contentment,
  In the province of I-Will,
You will find the lovely city,
  At the foot of No-Fret hill.
There are thoroughfares delightful
  In this very charming town,
And on every hand are shade trees
  Named the Very-Seldom Frown.

Speakin' about the difference between men and women, did you ever notice that a man wonders what is the matter with his clothes when people look at him and a woman wonders what is the matter with her when they don't?

You think you know more about your business than anyone else does. What are the reasons for certain families preferring a competitor to you in spite of all your efforts to the contrary?

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Since

there's only one other line of plumbing fixtures made that equals the quality of Pacific Plumbing Fixtures, and Pacific Plumbing Fixtures are made here on the coast, why not specify them when you order from your jobber?

Pacific Plumbing Fixtures cost you no more than inferior brands.

Your jobber will be glad to furnish Pacific Plumbing Fixtures if you specify them.

PACIFIC

PLUMBING FIXTURES

Main Offices:
67 New Montgomery St.,
San Francisco, Cal.

FOR SALE BY ALL JOBBERS

Factories:
Richmond and
San Pablo, Cal.

BRANCHES: LOS ANGELES, PORTLAND, SALT LAKE CITY



No. 1 Fire Pot. List Price, Each $27.20
Ask for Discount.

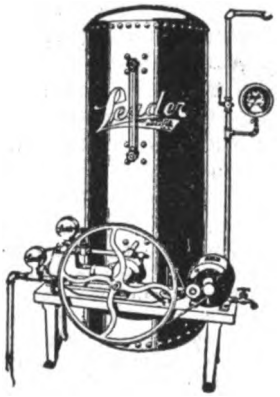
One of the Family

of up-to-date Mechanics who enjoy a very happy acquaintance. Let us call your attention to the No. 1 Fire Pot which we introduced more than thirty years ago. It has won the reputation of being the best general utility Fire Pot ever made. The burner is swiveled and can be raised or lowered, producing an intensely hot blue flame. The tank is made of very heavy seamless drawn steel, tinned inside and out (Rust Proof) with fittings welded in, and Cushion Protection Bend at base of tank. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.,
Detroit, Mich., U. S. A.

TRADE *Leader* MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.
853 Folsom Street
San Francisco, California

Sole Distributors

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IF YOU DEPEND ON YOUR OWN JUDGMENT RATHER THAN THE SELLER'S WARRANTY, YOU HAVE NO REDRESS

(Copyright by Elton J. Buckley)

While the amount involved in the case submitted in the following letter is not large, the principle involved is highly important and is the controlling one in thousands of transactions taking place in all lines of trade every day:

About a month ago I agreed with a man to buy a platform scale from him. I had had one just like it, which was satisfactory and when he offered this one I went to where it was and tried it out and it seemed to weigh all right. He said he did not know anything about it, because it had come into his hands through a debt, and that I should try it out and see for myself whether it was all right. It seemed good to me and I took the scale and gave him a check. After I got it in my store I tried it out several times more and found that it was not right, as every few times it would weigh wrong. I had a man take it apart and he said it was very much worn and it would cost about as much for new parts as I paid for it. I took it up with the man I bought it from and he said it couldn't be wrong, "he knew it was all right," but he refused to take it back and give me my money. Can I force him to take the scale back and give me my money, on account of the fact the scale was not a good scale, and was worth little or nothing? The amount is not a killing amount, but I hate to have anybody get the better of me in this way.

E. K. McKELVEY & SON.

The question therefore is:

When A sells personal property to B with no special guarantee or warranty, and the thing sold afterward goes wrong, is A liable? Can he be made to take the thing back and refund the money? Also, was the statement by the seller of the scale in the above case, after the sale was consummated, that he knew the scale was all right, a warranty which the buyer can enforce?

My answer to this correspondent is not going to be very gratifying, for he is up against that good old and much abused phrase, "Caveat Emptor," or let the buyer beware.

The situation presented by this scale deal was one in which the buyer was evidently relying, in fact, was forced to rely, on his own judgment. The seller frankly said he knew nothing about the thing—the buyer should try it out. And the buyer did. He relied on his own examination, which proved to be insufficient. The following, from a well-known case, is precisely in point:

No principle of the common law has been better established, or more often affirmed, both in this country and in England, than that in sales of personal property, in the absence of express warranty, where the buyer has an opportunity to inspect the commodity, and the seller is guilty of no fraud, and is neither the manufacturer nor grower of the article he sells, the maxim of caveat emptor applies. Such a rule, requiring the purchaser to take care of his own interests, has been found best adapted to the wants of trade in the business transactions of life. And there is no hardship in it, because, if the purchaser distrusts his judgment, he can require of the seller a warranty that the quality or condition of the goods he desires to buy corresponds with the sample exhibited. If he is satisfied without a warranty, and can inspect, and declines to do it, he takes upon himself the risk that the article is merchantable; and he cannot relieve himself and charge the seller, on the ground that the examination will occupy time and is attended with labor and inconvenience. If it is practicable, no matter how inconvenient, the rule applies. One of the main reasons why the rule does not apply in the case of a sale by sample is because there is no opportunity for a personal examination of the bulk of the commodity which the sample is shown to represent. Of such universal acceptance is the doctrine of caveat emptor in this country, that the courts of all the States in the Union where the common law prevails, with one exception (South Carolina) sanction it.

Many a man who starts out to buy something relies with great pride in his own judgment, though that is the weakest thing he can do, for if the thing purchased turns out bad, he has nothing to stand on. Old "caveat emptor" has got him again.

The ideal way (for the buyer) to make such a deal is to go as far into the proposition as his knowledge will let him, satisfying himself that as far as his judgment goes the thing is all right, and then go to the seller and say, "See here, I'm satisfied to buy this if you'll give me a written warranty that it is what your represent."

The adoption of this very simple practice would probably alone cut the number of business law suits in half, for a man who has given a written warranty can always be made to stand by it, and usually he can be made to stand by it without going to court.

The ideal way for the seller to make such a deal is to say to the buyer, "You can know as much as I do about this thing, and I want you to make all the tests and investigation you like before you buy." If the buyer accepts this and asks for no warranty, the seller is not liable if the thing sold goes wrong.

As to the other part of the question, the seller's statement, after the sale was complete, that the scale was all right, was not a warranty, because it came too late. A warranty must be made at the time of the sale in order to be valid. As I pointed out in a recent article on "Get Your Warranties at the Proper Time," many warranties or guarantees are lost because the buyer waits to get them until the whole transaction is complete. Suppose I go to a tailor's and buy a suit, without saying anything about its being all wool. I pay for it and take it away. A day or two later it occurs to me that I ought to have asked something about its being all wool, so I go back and ask. The tailor says, "Oh, yes, it's all wool—I guarantee it." Later the suit proves to be half cotton. I have no redress against the tailor at all, for I had bought the suit before I got the guarantee, evidently relying on my own judgment.

THE WHOLE SECRET

Benny (having difficulty in teaching little sister to whistle): "Aw, just make a hole in your face and push."

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YOU GET THE SIMPLEST AND BEST COCK EVER MADE when YOU SPECIFY **B. B. HIGH PRESSURE BALL COCK**



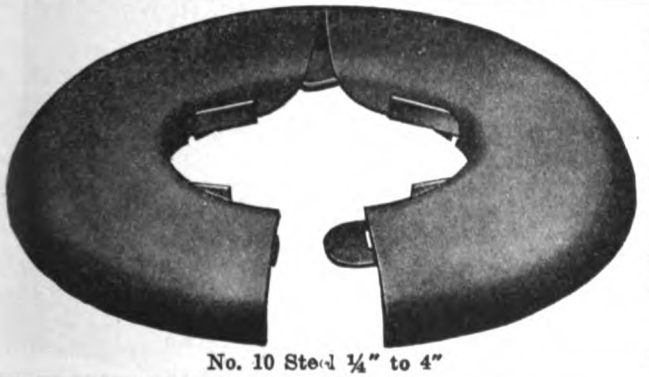
Has Only One Packing Which Is Readily Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Plimpton St., Waltham, Mass.



No. 10 Steel ¼" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World.

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St. San Francisco, Cal.

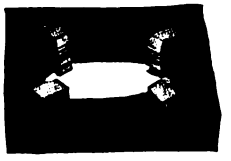


"I'm Nye The Die Man"

About the most popular die in the world right now would be the kaiser's. Next to that, the most popular die in the world is The NYE DIE.



THE NYE TOOL & MACHINE WORKS
108 North Jefferson Street
CHICAGO, ILL.



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The Plumber as Business Man

THE Chicago druggist who said he would sell anything, provided his people would buy it, was a thinker outside of mere drugs and medicines. He "took on" various lines of appropriate goods from time to time, and was soon so successful that the bulk of his business was the sale of his general merchandise.

A plumber is one who plumbs, but many a plumber, like the Chicago druggist, has done a little thinking outside his own special lines of work, and has decided to become a distributor as well as a worker. That is, where all the conditions were favorable. Favorable conditions require a prosperous town, a good location, an appropriate building, and help to wait on customers.

Consider Other Lines

Where all these conditions were favorable, many plumbers have taken advantage of the same to develop their opportunities to the utmost. They have handled accessories in the plumbing, heating and kitchen lines, staples, specialties and novelties in hardware, and such other things as were germane to their trade.

And thus, in addition to being skilled workers and contractors, they have become merchandisers and distributors, resulting in additional prosperity to themselves and increasing their usefulness to the community.

Their good example is worthy of consideration by many more plumbers, though it is a departure which should be considered long and earnestly before it is acted upon.

Nor would it be a wise move for every plumber to make. The teaching of the times points uneeringly to the fact that when a man is located in a town of sufficient size and activity that he can obtain plenty of work in one chosen business, it is better for him to specialize on that business and develop it to the full, rather than scatter his talents in several lines of endeavor.

For this is the day of the specialist, and to the specialist go the highest honors and the largest rewards. It doesn't seem particularly to matter what work he specializes on, so he specializes and becomes perfect in it. It may be preaching eloquent sermons or inducing hens to lay eggs in winter; practicing law or raising big strawberries; painting beautiful pictures or selling real estate; writing editorials or pitching baseball; making men's clothes or plumbing.

In all these things, and every other line of endeavor, the specialists carry off the honors, and therefore every plumber should highly resolve that he will be a specialist in his line, and that within the borders of his town he shall be known as the best plumber, doing the best work, the most satisfactory work of any plumber far and near.

This should be the noble ambition of every plumber, and he should strive unceasingly to obtain this reputation, which is a pearl of great price.

He should not let merchandising interfere with this proper ambition, but after he has obtained it, if he still has time and ambition for other duties, the question of merchandising is well worthy of consideration.

NEW VERSION OF AN OLD STORY

When first he came to see her
He showed a timid heart,
And when the lights were low
They sat this far apart.

But when this love grew warmer
And they learned the joy of a kiss,
They knocked out all the spaces
ANDSATUPCLOSELIKETHIS.

LEFT IT TO THEM

A newly elected justice of the peace in Indiana delivered the following charge to a jury the other day:

"Gentlemen of the Jury—Charging a jury is a new business to me, as this is my first case. You have heard all the evidence in the case as well as myself; you have also heard what the learned counsel have said.

"If you believe what the counsel for the plaintiff has said, your verdict will be for the plaintiff; but if, on the other hand, you believe what the defendant's counsel has told you, then you will give a verdict for the defendant.

"But if you are like me, and don't believe what either of them said, then I'll be danged if I know what you will do! Constable, take charge of the jury."

Mrs. Malapropos came out of the picture theater, dressed in her best, the other afternoon, to find it raining cats and dogs. She had no umbrella, and, as she set off for home in the downpour, she exclaimed: "Pshaw, how irrigating this is!"

Two friends met on the street as they were hurrying to their respective offices one morning. "Hello, Linder, old man!" cried one, as he grasped the other's hand. "Congratulations. I hear you have a new youngster at your home." The new father glanced around apprehensively. "For heaven's sake, you can't hear him way up here, can you?"

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Sold by all Jobbers and Plumbers' Supply Houses Everywhere

OVER 1200 PHILADELPHIA PLUMBERS

ARE USING AND SPECIFYING

SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

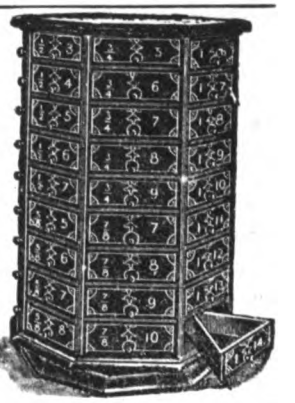
THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.

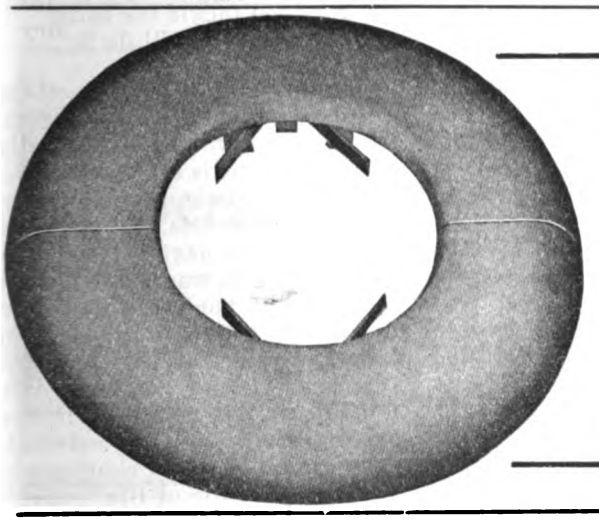


Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.
Dayton, Ohio





THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba, Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

"Pittsburgh"

AUTOMATIC GAS WATER HEATERS

PITTSBURG WATER HEATER COMPANY - - - PITTSBURGH, PA.

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PLAYING SAFE

The records of business successes and failures show that a tremendous majority-percentage of the business men of the country do not "play safe" in the conduct of their affairs. Risks are taken which do not pan out as advantageously as expected, and consequently emergencies arise and times of special pressure come with the weak and the faltering cannot stand.

The government demands that our bank institutions "play safe" with the money of depositors, and hedge about the nature of the investments permissible with all sorts of restrictions. In short, they are not permitted to take risks. The same is equally true with trust funds and property belonging to minors, but it is assumed that a man has a right to invest his own money as he pleases, running the chance of loss or increase according to his shrewdness.

It is also true that where one man grows rich on Bell Telephone stock, or because of a phenomenal rise in the price of drugs, metals, lumber, wool, or labor, that thousands take similar risks and lose. Of those, we hear little, because they sink into oblivion rapidly.

Large financiers and men of affairs safeguard themselves at every point humanly possible. They do this by shrewd analysis of everything contributory to the situation; by thorough investigation in the way of expert accounting methods; by insurance, and oftentimes by provisional offers of purchase or sale.

For example, a man of money about to buy a business of a competitor, did not deem it wise to make a flat offer of so many thousand dollars, for fear that he might not get value received. So he took the last financial statement rendered to the federal government and which had been sworn to, and made his offer on the basis that for every thousand dollars of shrinkage which a new inventory would show, the cash price should be lessened $750; and for every dollar of decrease in the amount of the indebtedness, the cash price should be increased accordingly. By such a provisional offer, the man who bought protected himself fully.

But the man who sold was equally cautious. Before he accepted the promissory notes of the buyer, he went to the bank and found whether or not he could discount them, and exactly what his loss would be for turning them into cash. He also made inquiry as to what his own liability would be in the event that the bank was not able to collect those notes which they had discounted.

It is this failure to "play safe" at every point which makes for so much disappointment. Men buy too heavily, carried away by the enthusiasm of future prospects, instead of buying moderately with an opportunity to re-order if the situation warrants. Men oftentimes grow lax about the payment of bills, and then are sincerely distressed and chagrined to find that their credit is done because they have not "played safe."

The man who is wise enough to keep the details of his business, what he can do, and what he ought to do, constantly in mind, will enjoy a peace and sense of security entirely unknown to the business gambler.

"Play safe." It is the only logical, sensible, shrewd thing to do!

SINGING AS YOU WORK

"Somebody said it couldn't be done;
And he, with a chuckle, replied
That maybe it couldn't; but he would be one
Who wouldn't say so till he tried.
So he buckled right in, with the trace of a grin
On his face—if he worried, he hid it.
He started to sing as he tackled the thing
That couldn't be done—and did it.

There are thousands who tell you it cannot be done,
There are thousands to prophesy failure;
There are thousands to show you one by one
The dangers that wait to assail you.
But just buckle in with a bit of a grin;
Just take off your coat and got to it;
And start in to sing as you tackle the thing
That cannot be done—and you'll do it."

Singing as we work! Why not? Men never try to carry on war without music and laughter and song. Why should we toil at our daily tasks in such grim fashion, it is all a mistake—our dark factories, our solemn banks, our cheerless streets, our gloomy churches. It ought to be our chief business for the next half century to make peace as attractive as war. Two classes of men we all admire, the modest winner and the cheerful loser. We cannot withhold our honest praise from the men who can meet the buffetings of fortune without whining. To face the inevitable with step triumphant and a heart of cheer, and to compel one's defeats to minister to the building of sound character—this is to read aright the riddle of life.

Statement of ownership, management, circulation, etc., required by the Act of Congress of August 24, 1912, of Hardware World, published monthly at Portland, Oregon, for October 1, 1919. Before me, a Notary Public, personally appeared T. M. Shearman, who, having been duly sworn according to law, deposes and says that he is the publisher of the Hardware World and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption. Publisher, T. M. Shearman, 338 Taylor Street, Portland, Oregon; editor, T. M. Shearman; business manager, T. M. Shearman; owner, T. M. Shearman. Known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None. The two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him. T. M. Shearman, Publisher. Sworn to and subscribed before me this 27th day of September, 1919. D. [illegible] Richards, Notary Public.

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There's No Use Talking



Patented
No. 57 Torch. No. 58 Torch

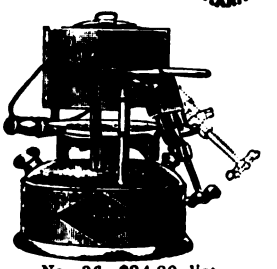
To be successful you must use tools which give the best results. If you don't, your progressive competitor will get ahead of you. If the best torches and furnaces cost more than the others you might not buy them. The "ALWAYS RELIABLE" line does not cost more than the others and is guaranteed to give the best results.

Try some now and convince yourself. You will be the loser if you don't.

Your dealer will supply at factory prices. Catalog free on request.

OTTO BERNZ - NEWARK, N. J.

TURNER TRADE HOT BLAST MARK No. 36 Bonanza Furnace for Gasoline



No. 36. $24.80 list.

is made of No. 16 gauge seamless drawn steel, copper plated inside and out and finished with blue enamel. Will withstand severe service and the acid used in connection with plumbing, tinning and electrical construction.

A furnace that will be appreciated by iron and copper workers, plumbers, electricians, etc.

THE TURNER BRASS WORKS
SYCAMORE, ILLINOIS, U. S. A.



No. 32 Torch List Price, Each $16.00 Ask for Discount

SOLD UNDER THE MAKER'S GUARANTEE

Every C. & L. Fire Pot and Torch is sold under the maker's guarantee and that means much to the purchaser. What is back of that guarantee? More than thirty years of experience and the expenditure of thousands of dollars and the determination to make the best Fire Pots and Torches on the American market, and WE HAVE. Let us prove it to you. Try the No. 32 Torch and you will be satisfied. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

Spokane Stove & Furnace Repair Works, Inc.

SPOKANE, WASHINGTON

Jobbers and Wholesalers of Stove Repairs

Manufacturers of { ORIGINAL STOVE REPAIRS / DIAMOND BREAKOFF BACKS

Efficient Service : Superior Quality : We Solicit Your Inquiries

"The Largest Stove Repair House in the Northwest"

"WE KNOW THE STOVE REPAIR BUSINESS"

WE WELD ANYTHING

Stove and Furnace Repairs

WE WELD ANYTHING

MYER S. RUBENS
STOVE AND FURNACE REPAIR WORKS

We Furnish DUPLICATE ORDER BOOKS Free on Request
"We Know the Stove Repair Business"

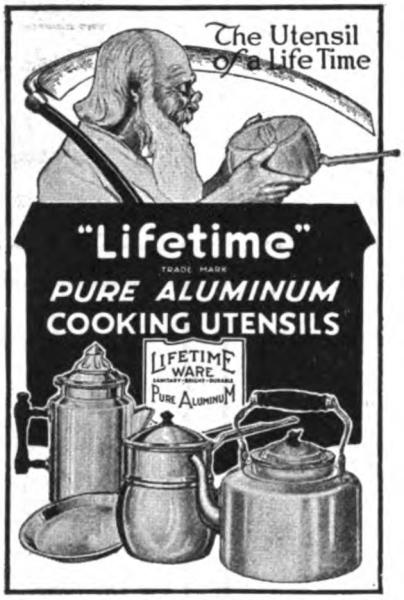
WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE REPAIR WORKS **1009 W. First Ave., Spokane, Wash.**

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DEALERS!!

"Lifetime" Trade Mark the Guarantee of Quality



Manufactured at Oakland

Salesmen Write

ALUMINUM PRODUCTS CO. Of the Pacific Coast OAKLAND, CALIFORNIA

The Bullis Hardware & Furniture Co., Inc., has succeeded J. W. Johnson in the same lines at Hardin, Mont.

The Holly-Mar Co., who recently engaged in business at Centralia, Wash., handling hardware, sporting goods and automobile accessories, report an excellent outlook.

George Rieber & Sons have purchased the building immediately adjoining their store at Placerville, Cal., and will thus provide for the constant increase in their business.

Improvements and enlargements have been undertaken by the Imperial Valley Hardware Co., Brawley, Cal. By tearing down the back wall of the present building the Imperial Co. expects to annex the adjoining building.

The contract has been let for a $3000 addition to the building of the Lloyd Hardware Co., Everett, Wash. This new building will be a one-story brick affair, 24 feet by 124 feet, and large display windows will distinguish it in front.

The Ekblad Hardware Co., Marshfield, Ore., has just acquired the door and window business of the C. A. Smith Lumber Co., of the same place. They will add these items to their already comprehensive business of hardware and building accessories.

The entire stock of hardware, dry goods and groceries of S. R. Sverssgard, at Worley, Idaho, has been sold to the newly organized firm of H. G. Jaeger & Co. Disposing of the dry goods and groceries, the new firm will add largely to the hardware stock. Mr. Jaeger will be in active charge of the Worley business.

The Oud-Shield Hardware Co., Orofino, Idaho, have purchased the hardware and auto supply stock of the Orofino Trading Co., and have combined it with their own.

The Cottonwood Hardware Co., Cottonwood, Idaho, have been doing an excellent business in automobiles and accessories. They have the agency for two well-known lines.

The Holter Hardware Co., Spokane, Wash., have purchased the stock of the Acme Paint Co.'s branch at Spokane and moved it to their own store, retaining all the employes.

The Balfour & Brown Hardware Co., Chehalis, Wash., have been making extensive improvements in their store, which will give them facilities for carrying an increased stock and add to the general appearance of their store.

The pioneer hardware firm at Arbuckle, Cal., changed hands when Johnson & Co. was purchased by De Bolt & Corbin, both partners being prominent men in that vicinity. The business is thirty-five years old and has capitalized its good will and faithful service.

Marion Womack has purchased the Valley Hardware Co., at Wallowa, Ore., from F. P. Baker, who has conducted the business for the last ten years. Mr. Womack is well known and respected and should continue the reputation of the institution.

Lieutenant Howard Estes, recently returned to Porterville, Cal., after two years and a half in the U. S. Army, has leased a store in the Chapman building for a hardware stock. Mr. Estes is an experienced hardware man in Tennessee and California, and is bound to be welcomed in his return to the trade.

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Box. Semi-Smkls Less Smk	Smkls
Blank Rim Fire		
22 Short	$ .20	$ ...
32 Short	.40	...
Blank Center Fire—		
32 S & W	.65	...
38 S & W	.80	...
38 Long Colt	1.35	...
44 W C F	1.65	...
Shot Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot Center Fire—		
32 S & W	1.10	...
32 W C F	1.45	...
38 S & W	1.80	...
38 W C F	1.65	...
44 W C F	1.65	1.90
44 N. L.	1.80	2.05
44 Game Getter	1.65	1.90
Rim Fire, Ball—		
BB Caps	...	.40
CB Caps	...	.50
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.40	.45
22 Long H P	.45	.55
22 Long Rifle	.40	.50
22 Long Rifle H P	.45	.55
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	...	.65
22 Win Auto, H P	...	.70
25 Short Stevens	.70	...
25 Stevens	.90	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.10	...
38 Long	1.15	...
41 Short	1.10	...
Center Fire Pistol—		
22 Win SS	1.45	1.65
25 Colts Auto	...	1.60
25-20 Single Shot	1.75	2.05
25-20 Win	1.55	1.80
25-20 Win HV	...	2.00
7.63 MM-Mauser	...	2.40
7.65 MM-Mauser	...	2.40
9 MM-Luger	...	2.60
32 Colts Auto	...	1.70
32 Colts Short	1.10	1.20
32 Colts Long	1.25	1.35
32 Colts Police Positive	1.25	1.35
32 S & W	1.10	1.20
32 S & W Long	1.25	1.35
32 20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.00
35 S & W Auto	...	1.75
38 Colts Auto	...	2.50
38 Colts Short	1.35	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.35	1.50
38 S & W	1.35	1.50
38 S & W Special	1.60	1.75
38 Winchester	1.85	2.30
41 Colts Short DA	1.45	1.65
41 Colts Long DA	1.75	1.90
44 Bull Dog	1.50	...
44 S & W Amer	1.90	2.15
44 S & W Rus	1.90	2.15
44 S & W Special	2.15	2.30
44 Webley	1.65	...
44 Winchester	1.85	2.30
45 Colts	2.15	2.35
45 Colts Auto	...	2.35
Center Fire Military and Sporting—		
22 Savage	...	1.60
250-3000 Savage	...	1.75
25-21 Stevens	2.30	...
25-25 Stevens	1.90	2.35
25-35 Winchester	...	1.40
25-35 Short Range	...	1.40
25-36 Marlin	...	1.40
25 Remington Rimless	...	1.40
6 MM U S N	...	2.10
7 MM Spanish Mauser	...	2.10
7.655 MM Bel Mauser	...	2.10
8 MM Mauser	...	2.10
9 MM Mauser	...	2.30
30-30 Winchester	...	1.60
30 Remington Rimless	...	1.60
30 Government Rimless	...	2.30
303 Savage	...	1.60
32 Remington Rimless	...	1.60
32-40 Winchester	1.20	1.35
32-40 Winchester H V	...	1.60
32 Winchester Slf Ldg	...	2.80
32 Winchester Special	...	1.60
33 Winchester	...	2.10
35 Remington Rimless	...	1.75
35 Winchester	...	2.30
35 Winchester Slf Ldg	...	2.90
351 Winchester Slf Ldg	...	3.30
38-55 Winchester Lead	1.45	1.75
38-55 Winchester HV	...	1.95
38-56 Winchester	1.45	1.75
40-60 Marlin	1.50	...
40-60 Winchester	1.50	...
40-65 Winchester	1.50	1.75
40-70 Winchester	1.55	...
40-72 Winchester	1.55	1.80
40-82 Winchester	1.55	1.80
401 Winchester Auto	...	1.70
405 Winchester	...	2.50
45-60 Winchester	1.55	...
45-70-405 Government	1.55	1.80
45-75 Winchester	1.55	...
45-90 Winchester	1.65	1.80

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot $1.25

3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot 1.25

3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot..... 1.25

3¼ drs. x 1⅛ oz., BB shot, drop shot 1.35

3¼ drs. x Buck shot, drop shot 1.35

16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot..... 1.15

2¾ drs. x ⅞ oz., BB shot, drop shot 1.20

20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot..... 1.15

HIGH GRADE SMOKELESS—

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot..... 1.40

3⅛ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot..... 1.45

16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot 1.30

20 2¼ drs. x ¾ oz., chilled shot 1.25

2⅛ drs. x ⅞ oz., chilled shot 1.35

Trap Loads—

12 3 drs. x 1¼ oz., 7½ chilled 1.35

3⅛ drs. x 1¼ oz., 7½ chilled 1.40

Black Powder—Loads—

12 3¼ drs. x 1⅛ oz., drop shot 1.05

Caps and Primers—

Percussion	.20	....
Musket Caps	.25	....
Primers, 100 in box	.35	....
Primers, 250 in box	.80	....

Empty Paper Shells—Black Pow.—

12, 16, 20, Ga. per 100.	...	1.50
10 Ga. per 100	...	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	...	1.80
10 Ga. per 100	...	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	...	2.30
10 Ga. per 100	...	2.40

Empty Brass Shells—

Best qual. 12, 16, 20 28, Box 25	...	2.75
2nd Qual. 12, 16, 20 28, box 25	...	2.10

Wads—

Cardboard, box 250	...	.20
Black Edge, Reg., box 250	...	.50
Black Edge, ¼ in., 125 in box	...	.40
Black Edge, ⅛ in., 250 in box	...	.30

ADZES (UNHANDLED)—Carpenters, warranted $3.75, second grade $3.25; Railroad, warranted $4.00, second grade $3.50; ship, warranted $4.25, second grade, $3.75; Lipped Ship, warranted $5.00, second grade $3.75.

ALUMINUM WARE, CAST—

Bottles, Hot Water—	
Universal	3.50
Griddles—	
Size 7	3.75
Size 8	4.25
Size 9	4.75
Size 10	4.50
Size 12	5.00
Kettles, Berlin—	
2½ quarts	6.00
4 quarts	7.00
5 quarts	8.50
6 quarts	9.00
Kettles, Maslin—	
4 quarts	5.25
6 quarts	6 25
8 quarts	8.00
12 quarts	10.50
Kettles, Tea—	
Size 6	7.25
Size 7	8.00
Size 8	8.50
Pans, Lipped Sauce—	
2 quarts	4.50
3 quarts	5.25
4 quarts	6.00
Skillets—	
Size 6	3.75
Size 7	4.00
Size 8	4.50
Size 9	5.00
Spoons, Basting—	
15-inch	.30
Spoons, Mixing—	
13-inch, Slotted	.30
Waffle Moulds—	
Size 7, Low	5.00
Size 8, Low	5.75
Size 7, Deep	5.75
Size 8, Deep	6.00

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25.

ANVILS—Vulcan No. 2, 20-lb., $8.50; No. 3, 30 lb., $9.50; No. 4, 40-lb., $11.50; No. 5, 50-lb., $13.00.. No. 6, 60-lb., $14.50; No. 7, 70-lb., $16.00; No. 8, 80-lb., $17,50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35½c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

AUGERS—Greenlee Carpenters' Nut, No. 57.

Size	½	⅝	¾	⅞	1	1¼
Each	$1.25	$1.25	$1.40	$1.65	$1.90	$2.40
Size	1⅛	1¾	2	2½	3	
Each	$3.00	$3.65	$4.00	$6.50	$11.50	
16ths	8-10	11-12	13	14	15	16
60 each	$1.65	$1.80	$1.95	$1.95	$2.20	$2.20
62 each	2.00	2.15	2.35	2.35	2.60	2.60
16ths	17	18	19	20	21	22
60 each	$2.40	$2.40	$2.70	$2.70	$3.00	$3.00
16ths	23	24	25	26	27	28
60 each	$3.45	$3.45	$4.05	$4.05	$4.80	$4.80
62 each	4.15	4.15	4.85	4.85	5.75	5.75
16ths	29	30	31	32		
60 each	$5.70	$5.70	$6.75	$6.75		
62 each	6.85	6.85	8.10	8.10		

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RETAIL SELLING PRICES—Continued.

L & G ENAMELED WARE

Biggins, Coffee
0 ..... 1.10
01 ..... 1.25
00 ..... 1.35
010 ..... 1.50
020 ..... 1.60
030 ..... 1.75
040 ..... 2.00
050 ..... 2.25

Boilers, Coffee
60 ..... 1.50
70 ..... 1.75
80 ..... 2.00
90 ..... 2.50
100 ..... 3.50

Boilers, Rice
14 ..... 1.25
16 ..... 1.35
18 ..... 1.60
20 ..... 1.85
22 ..... 2.00
24 ..... 2.35
26 ..... 2.75
28 ..... 3.15
36 ..... 4.00

Bowls, Wash
26 ..... .50
28 ..... .60
30 ..... .65
32 ..... .75
34 ..... .85
36 ..... .95

Buckets, Covered
21 ..... .55
21½ ..... .60
22 ..... .65
23 ..... .80
24 ..... .95
26 ..... 1.10
28 ..... 1.35
30 ..... 1.75
32 ..... 2.00
150 ..... .65
250 ..... .80
350 ..... .90
450 ..... 1.05
650 ..... 1.35
850 ..... 1.75
1050 ..... 2.00
1250 ..... 2.35

Buckets, Dinner
110 ..... 2.25
111 ..... 2.35
112 ..... 2.50
113 ..... 2.85
502 ..... 1.85
503 ..... 2.00

Chambers
1 ..... .65
1½ ..... .85
2 ..... 1.00
3 ..... 1.10

Chamber Covers
1C ..... .35
1½C ..... .40
2C ..... .45
3C ..... .50

Colanders
1 ..... .65
2 ..... .80
3 ..... 1.00
104 ..... .65
205 ..... .80
306 ..... .95
407 ..... 1.10

Cups
3 (Mug) ..... .25
6 ..... .35
8 ..... .25
9 ..... .25
10 ..... .25
10 M ..... .25
11 ..... .30
25 ..... .25
40 ..... .40
120 ..... .55

Cups and Saucers
20 ..... .45
400 ..... .55

Cuspidors
10 ..... .65
20 ..... .75
30 ..... .90
100 ..... 1.75
200 ..... 1.20
240 ..... 1.65
300 ..... 1.50

Dippers, Cup
10 ..... .40
11 ..... .45

Dippers, Windsor
110 ..... .45
112 ..... .50
114 ..... .55

Dippers, Suds
2 ..... .55
4 ..... .75

Dishes, Soap
50 ..... .40
60 ..... .40

Fillers, Fruit Jar
20 ..... .35

Flasks, Coffee
10 ..... .65

Funnels, Pieced
01 ..... .40
02 ..... .45
03 ..... .50
04 ..... .55
05 ..... .75
06 ..... .90

Kettles, Convex
02 ..... .75
03 ..... .85
04 ..... 1.00
05 ..... 1.10
06 ..... 1.15
08 ..... 1.50
010 ..... 1.85
012 ..... 2.10
212 ..... 1.40
214 ..... 1.65
216 ..... 2.00
218 ..... 2.35
220 ..... 2.75
222 ..... 3.40

Kettles, Lipped Preserving
14 ..... .45
16 ..... .50
18 ..... .55
20 ..... .65
22 ..... .75
24 ..... .85
26 ..... .90
28 ..... 1.05
30 ..... 1.25
32 ..... 1.40
36 ..... 1.85
40 ..... 2.75
50 ..... 4.00

Kettles, Milk
71 ..... .65
72 ..... .85
73 ..... 1.00
74 ..... 1.25

Kettles, Tea
30 ..... 1.05
40 ..... 1.15
50 ..... 1.35
60 ..... 1.50
70 ..... 1.65
80 ..... 2.00
90 ..... 2.25

Ladles, Deep
100 ..... .35
110 ..... .40
120 ..... .45
101 ..... .40
111 ..... .40
121 ..... .45

Measures
01 ..... .35
02 ..... .40
03 ..... .50
04 ..... .65
05 ..... .90
06 ..... 1.25
11 Graduated.. .65

Pails, Chamber
1 ..... 1.85
2 ..... 2.00
3 ..... 2.35
4 ..... 2.75

Pails, Water
110 ..... 1.60
112 ..... 1.85
114 ..... 2.10

Pans, Bed
1 ..... 4.00

Pans, Douche
2 ..... 2.75

Pans, Bread
11 ..... .50
12 ..... .60
13 ..... .75

Pans, Cake
9 ..... .45
10 ..... .40
69 ..... .40
70 ..... .45
200 ..... .50

Pans, Corn Cake
706 ..... .75
709 ..... 1.00
712 ..... 1.15

Pans, Muffin
406 ..... .65
409 ..... 1.05
412 ..... 1.00

Pans, Deep Pudding
50 ..... .30
100 ..... .35
150 ..... .40
200 ..... .45
300 ..... .50
400 ..... .55
500 ..... .65
600 ..... .75
800 ..... .85
1000 ..... .95

Pans, Dish
15 ..... 2.00
80 ..... 1.25
100 ..... 1.40
140 ..... 1.60
170 ..... 1.85
210 ..... 2.10
300 ..... 3.15
400 ..... 4.75

Pans, Rinsing
08 ..... 1.15
101 ..... 1.25
014 ..... 1.50
017 ..... 1.75

Pans, Lipped Fry
30 ..... .45
31 ..... .50
32 ..... .55
33 ..... .60
34 ..... .65
35 ..... .80
36 ..... .90

Pans, Milk
00 ..... .25
0 ..... .30
11 ..... .35
15 ..... .40
20 ..... .45
30 ..... .50
40 ..... .55
50 ..... .65
60 ..... .75
80 ..... .85
100 ..... .95
120. ..... 1.05

Pans, Convex Sauce
02 ..... .75
03 ..... .85
04 ..... 1.00
05 ..... 1.10
06 ..... 1.25
08 ..... 1.50
010. ..... 1.85
012 ..... 2.25

Pans, Combination Sauce
1 D..... 2.00
10 T..... 3.00

Pans, Lipped Sauce
10 ..... .40
12 ..... .45
14 ..... .50
16 ..... .55
18 ..... .60
20 ..... .65
22 ..... .75
24 ..... .85
26 ..... .90
28 ..... 1.05
30 ..... 1.25

Pans, Straight Sauce
150 ..... .65
250 ..... .80
350 ..... .90
450 ..... 1.00
650 ..... 1.40

Pans, Stew
3 ..... .45
4 ..... .50
5 ..... .55
6 ..... .65
16 ..... .50
18 ..... .60
20 ..... .65
22 ..... .75
24 ..... .80

Pans, Oblong Stove
04 ..... .50
100 ..... .60
200 ..... .65
300 ..... .90
325 ..... 1.00
350 ..... 1.05
400 ..... 1.25
425 ..... 1.40
475 ..... 1.50
550 ..... 2.00

Pans, Square Stove
110 ..... .85
111 ..... .90
112 ..... 1.05
113 ..... 1.15
114 ..... 1.35
115 ..... 1.50
116 ..... 1.65
118 ..... 1.85
120 ..... 2.00

Pitchers, Molasses
601 ..... .80

Pitchers, Water
2 ..... 1.25
3 ..... 1.40
4 ..... 1.55

Plates, Deep Pie
39 ..... .40
40 ..... .45

Plates, Shallow Pie
27 ..... .30
28 ..... .35
29 ..... .40
30 ..... .45

Plates, Dinner
19 ..... .40
20 ..... .45

Pots, Fireless Cooker
1450 ..... 2.10
1650 ..... 2.60
1850 ..... 3.00

Pots, Coffee
2½ ..... .65
3 ..... .70
5 ..... .85
15 ..... .90
25 ..... 1.00
35 ..... 1.10
45 ..... 1.25
55 ..... 1.40

Pots, Tea
00 ..... .70
01 ..... .75
0 ..... .85
10 ..... .95
20 ..... 1.05
30 ..... 1.15
40 ..... 1.30

Pots, Straight Sauce
018 ..... .95
020 ..... 1.10
022 ..... 1.35
024 ..... 1.65
026 ..... 2.00
028 ..... 2.75
030 ..... 3.00
032 ..... 3.25

Pots, Soup Stock
318 ..... 12.00
324 ..... 15.00
336 ..... 18.00
212 ..... 6.00
218 ..... 8.00
224 ..... 10.00
236 ..... 12.50

Roasters
150 ..... 3.50
180 ..... 4.25

Skimmers, Flat
10 ..... .35
12 ..... .40

Spoons, Basting
10 ..... .25
12 ..... .30
14 ..... .30
16 ..... .35
18 ..... .40

Steamers
7 ..... 1.60
8 ..... 1.85

Steepers, Tea
2 ..... .65
3 ..... .75

Tubs, Oval Foot
0 ..... 1.60
1 ..... 1.85
2 ..... 2.25
3 ..... 2.75
4 ..... 3.25

Turners, Cake
13 ..... .25
14 ..... .30

ASBESTOS—
Mill board, 30c lb.; Cut, 35c lb.
Paper, 30c lb.; Cut, 35c lb.
Wicking, ½-lb. balls. 65c each.
Wicking, 1-lb. lots, $1.25.
Cement, per sack, $7.25; per lb, 10c.
62 each 2.90 2.90 3.25 3.25 3.60 3.60

AXES—Boys' Handled: Warranted $2.50; second grade $2.00; Plumbs' Hunter's, handled, 12-oz., $1.50; 1-lb., $1.50; 1½-lb. $1.65. Boy Scout, handled, with sheath, $1.85; without sheath, $1.50. Sheath, 50c each. Double Bit, handled $3.25; unhandled $2.75. Single Bit, handled, warranted $3.00; second grade $2.50.

BAGS—WATER—

½ gallon	.100	Faucet, 3½ gallon	3.50
1 gallon	1.50	Faucet, 5 gallon	4.25
2½ gallon	2.00	Filter, 6 gallon	5.25
5 gallon	3.75		

BABBITT—Frictionless, 45c lb.; Magnolia, 50c lb.; No. 4, 20c lb.; No. 2, 22c lb.; No. 1, 25c lb.; No. A (genuine), $1.30 lb.; Challenge, $1.00 lb.; Special Motor, 90c lb.; Excelsior, 28c lb.; Acme, 70c lb.; XXXX Nickeled, $1.15 lb.

BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 30, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ¾ x 24, 85c each; Goose Neck No. 3662, ¾ x 24, $1.00 each; Straight Chisel No. 14, ¾ x 15, 85c.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S 50c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, $3.25 each; No. 1662, $3.75 each. Ever Ready, same price as Columbia

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1.25; Gong, gold bronzed steel, 85c. Gong, polished bell metal, 5-inch $2.10 each, 6-inch $2.85, 7-inch $4.25, 8-inch $5.75, 10-inch $10.50.

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RETAIL SELLING PRICES—Continued.

12-inch $18.50. Rotary door, bronze, 75c each; steel 75c, iron 65c, copper 75c.

BELLS—Farm—(100 lb.), $12.50.

BELLS—Kentucky Cow—No. 0, $1.25; No. 1 $1; No. 2, 85c; No. 3, 65c; No. 4, 55c; No. 5, 45c; No. 6, 35c; No. 7, 25c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 85c each; 3-in. Nonpariel, $1.00.

$1.35. No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in.,

BELL STRAPS—
Cow—1¼ lb., $1.00; 1½ lb., $1.15; 1¾ lb., $1.25.

BEVELS—Sliding T—No. 18, 6-in., $1.00; 8-in., $1.25; 10-in., $1.35. No. 25: 6-in., 70c; 8-in., 75c; 10-in., 80c; 12-in., 90c. No. 1—Odd Jobs, $1.00.

BIBBS—Compression—	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	1.05	1.45	1.95	....
Finished brass	1.40	1.80	2.25	4.25
Nickel plated	1.65	2.00	2.60	4.50
Hose—Rough brass	1.30	1.65	2.10	3.80
Finished brass	1.50	1.95	2.50	4.65
Nickel plated	1.80	2.15	2.75	....

BITS—Auger—

16ths	R. J.	Irwin	Irwin Car	Common	Greenlee
3	$ .65	$ .50	$1.00	$ .30	....
4	.60	.45	1.00	.30	....
5	.60	.45	1.00	.30	$1.35
6	.65	.50	1.00	.35	1.40
7	.65	.50	1.00	.35	1.45
8	.70	.55	1.00	.35	1.50
9	.70	.55	1.10	.40	1.50
10	.75	.60	1.15	.40	1.65
11	.80	.60	1.25	.45	1.80
12	.85	.65	1.35	.45	1.90
13	.90	.70	1.50	.55	1.95
14	.95	.75	1.65	.55	2.35
15	1.05	.80	1.75	.65	2.45
16	1.10	.85	2.00	.70	....
17	1.25	.90	....	.75	....
18	1.30	.95	....	.80	....
20	1.40	1.15	....	.85	....
22	1.50	1.30	....	.95	....
24	1.70	1.40	....	1.10	....

Bits in sets, common, 6 bits, $3.00; 8 bits, $4.00; 13 bits, $6.00. R. J., 13 bits, $10.50. Irwin pat., 13 bits, $7.50. Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clark's, small, $1.50; large $2.25. Steers, small, $2.75; large, $3.25.

Expansive Bit Cutters—Clark's, No. 1, 30c; 2, 35c; 3, 45c; 4, 50c. Steers, No. 1, 40c; 2, 60c; 3, 50c; 4, 65c; 5, $1.25.

BLOCKS—Tackle—

Steel—
Single—Plain Bushed—

Size	Each
3-inch	.85
4-inch	1.00
5-inch	1.10
6-inch	1.30
8-inch	2.50
10-inch	4.25

Double—Plain Bushed—

3-inch	1.50
4-inch	1.90
5-inch	2.10
6-inch	2.40
8-inch	4.35
10-inch	7.00

Triple—Plain Bushed—

3-inch	2.10
4-inch	2.60
5-inch	2.75
6-inch	3.50
8-inch	6.50
10-inch	9.50

Single—Roller Bushed—

4-inch	2.25
6-inch	3.00
8-inch	5.25
10-inch	8.50

Double—Roller Bushed—

4-inch	4.50
6-inch	5.50
8-inch	9.75
10-inch	14.50

Triple—Roller Bushed—

4-inch	6.25
6-inch	7.57
8-inch	18.75

Wood—

6-inch	3.50
8-inch	5.75
10-inch	8.50

Triple—Roller Bushed—

4-inch	3.75
5-inch	4.25
6-inch	5.25

Steel—

10-inch	19.50

Snatch—Plain Bushed—

6-inch	4.50
8-inch	6.75
10-inch	10.00

Snatch—Roller Bushed—

6-inch	7.50
8-inch	10.75
10-inch	16.00

Wood—
Single—Plain Bushed—

Size	Each
3-inch	.85
4-inch	1.00
5-inch	1.10
6-inch	1.30
8-inch	2.25
10-inch	3.85

Double—Plain Bushed—

3-inch	1.50
4-inch	1.90
5-inch	2.10
6-inch	2.40
8-inch	4.00
10-inch	6.25

Single—Roller Bushed—

3-inch	1.30
4-inch	1.40
5-inch	1.50
6-inch	1.75
8-inch	3.15
10-inch	4.85

Double—Roller Bushed—

3-inch	2.40
4-inch	2.75
5-inch	2.85
8-inch	8.50
10-inch	11.00

Snatch—Roller Bushed—

6-inch	4.75
8-inch	7.00
10-inch	11.00
12-inch	15.00

BLOWERS—With Tuyere Irons—No. 400 Champion, $37.50; No. 40, Lancaster, $25.00; Royal, $40.00.

BLOWERS—Buffalo—No. 300 (with Tuyere irons), $35.00; No. 200 (with Tuyere irons), $24.00; No. 2E Variable Speed, $44.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each: No. 10 Springer, 60x15", no sleeve board, $3.50; No. 20 Springer, 54x13", no sleeve board, $3.25; No. 40 Springer, 50x12", no sleeve board, $3.00.

Without Table (skirt Boards)—4-foot, $1.00 each; 5-foot, $1.25; 5½-foot, $1.50; 6-foot, $1.75.

BOARDS, STOVE—
Wood Lined—Size 24x24, $1.90 each; 24x36, $2.65; 26x26, $2.25; 26x32, $2.65; 28x28, $2.65; 28x34, $3.00; 30x30, $3.00; 30x38, $3.50; 33x33, $3.50; 32x42, $4.00; 36x36, $4.00.

Paper Lined—Size 18x18, $1.05 each; 24x24, $1.15; 26x26, $1.25; 28x28, $1.40; 30x30, $1.65; 32x32, $2.00; 26x30, $1.65; 28x32, $1.85; 30x36, $2.25.

BOARDS, WASH—Brass, King, 85c each; Toy, Zinc, 25c; Single Zinc, Invincible, 45c; Double Zinc, Checkmate, 80c; Glass, 75c; Blue Enamel, 90c; Single Zinc, Pioneer, 55c; Single Zinc, Model Globe, 60c.

BOLTS—Common Carriage—

	3-16 & ¼-in.		5-16 in.		⅜-in.		½-in.	
Size—	Doz.	100	Doz.	100	Doz.	100	Doz.	100
1½	.20	1.20	.30	1.70	.35	2.30	.70	4.40
2	.20	1.35	.30	1.85	.40	2.45	.70	4.40
2½	.25	1.45	.35	2.00	.45	2.65	.70	4.40
3	.25	1.55	.35	2.10	.45	2.85	.75	4.75
3½	.30	1.70	.35	2.25	.50	3.05	.80	5.15
4	.30	1.80	.40	2.40	.50	3.25	.90	5.55
4½	.30	1.95	.40	2.55	.55	3.40	.95	5.85
5	.35	2.05	.45	2.70	.60	3.65	1.00	6.25
5½	.35	2.15	.45	2.80	.60	3.85	1.05	6.65
6	.40	2.30	.50	3.00	.65	4.00	1.15	7.05
6½	.45	2.70	.55	3.50	.75	4.75	1.20	7.40
7	.45	2.85	.60	3.65	.80	4.90	1.25	7.75
8	.50	3.10	.65	3.95	.85	5.40	1.35	8.55
9	....	....	.70	4.30	.95	5.80	1.50	9.30
10	....	....	.75	4.65	1.00	6.25	1.60	10.00
11	....	....	.80	4.95	1.05	6.65	1.75	10.80
12	....	....	.85	5.30	1.15	7.10	1.85	11.50

BOLTS—Stove—

	5/32"		3/16"		¼"		5/16"	
Size—	Doz.	100	Doz.	100	Doz.	100	Doz.	100
⅜"	.10	.50	.10	.50	....	....	....	....
½"	.10	.50	.10	.50	.10	.75	....	....
⅝"	.10	.50	.10	.50	.10	.75	....	....
¾"	.10	.50	.10	.50	.10	.75	.15	1.00
⅞"	.10	.55	.10	.55	.10	.80	.15	1.10
1"	.10	.55	.10	.55	.10	.80	.15	1.15
1¼"	.10	.60	.10	.60	.15	.85	.15	1.20
1½"	.10	.65	.10	.65	.15	.90	.15	1.25
1¾"	.10	.70	.10	.70	.15	.95	.20	1.30
2"	.10	.75	.10	.75	.15	1.00	.20	1.40
2¼"	....	....	.10	.80	.15	1.05	.20	1.45
2½"	....	....	.15	.85	.15	1.10	.25	1.50
3"	....	....	.15	.90	.20	1.20	.25	1.60
3½"	....	....	.15	1.00	.20	1.30	.30	1.80
4"	....	....	.15	1.15	.25	1.45	.30	2.00

Machine, Square Head and Nut—

	¼-in.		5-16-in.		⅜-in.		7-16-in.	
Size—	Doz.	100	Doz.	100	Doz.	100	Doz.	100
1-1½	.30	1.75	.35	2.10	.40	2.55	.55	3.60
2	.30	1.85	.35	2.25	.45	2.70	.60	3.85
2½	.30	1.95	.35	2.35	.45	2.85	.65	4.20
3	.35	2.05	.40	2.45	.50	3.05	.70	4.45
3½	.35	2.15	.40	2.60	.50	3.20	.75	4.60
4	.35	2.20	.45	2.75	.55	3.35	.80	4.85
4½	.45	2.75	.55	3.45	.65	4.25	.85	5.10
5	.45	2.85	.55	3.60	.70	4.50	.90	5.35
5½	.50	3.05	.60	3.75	.75	4.60	.95	5.60
6	.50	3.20	.65	3.95	.80	4.90	1.00	5.85
6½	.55	3.30	.65	4.10	.85	5.10	1.05	6.15
7	....	....	.70	4.25	.90	5.25	1.10	6.40
8	....	....	.75	4.50	.95	5.75	1.15	6.90
9	....	....	.80	4.85	1.00	6.15	1.20	7.40
10	....	....	....	....	1.05	6.55	....	....
11	....	....	....	....	1.10	6.95	....	....
12	....	....	....	....	1.15	7.30	....	....

	½-in		⅝-in.		¾-in.	
Size—	Doz.	100	Doz.	100	Doz.	100
1-1½	.75	4.60	1.05	6.55	1.55	9.80
2	.80	4.90	1.15	7.15	1.70	10.50
2½	.85	5.25	1.20	7.60	1.80	11.25
3	.90	5.60	1.30	8.05	1.90	11.90
3½	.95	5.90	1.35	8.55	2.00	12.65
4	1.00	6.25	1.45	9.05	2.15	13.35
4½	1.05	6.55	1.55	9.55	2.25	14.00
5	1.10	6.90	1.60	10.00	2.35	14.75
5½	1.15	7.25	1.70	10.50	2.50	15.45
6	1.20	7.55	1.75	11.00	2.60	16.15
6½	1.25	7.90	1.85	11.50	2.70	16.85
7	1.30	8.20	1.95	12.00	2.80	17.55
8	1.40	8.90	2.10	13.00	3.00	18.95
9	1.55	9.55	2.25	14.00	3.25	20.35
10	1.65	10.20	2.40	14.85	3.50	21.75
11	1.75	10.90	2.55	15.85	3.70	23.15
12	1.85	11.50	2.70	16.80	3.95	24.55
13	1.95	12.25	2.85	17.75	4.15	25.95
14	2.05	12.85	3.00	18.75	4.40	27.35
15	2.15	13.50	3.15	19.70	4.60	28.75
16	2.30	14.35	3.30	20.70	4.85	30.15
17	2.40	14.85	3.45	21.65	5.05	31.55
18	2.50	15.55	3.60	22.60	5.25	32.95
19	2.60	16.20	3.80	23.60	5.50	34.35
20	2.70	16.85	3.95	24.55	5.75	35.75
21	2.80	17.55	4.10	25.55	5.95	37.10
22	2.90	18.20	4.25	26.50	6.15	38.50

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RETAIL SELLING PRICES—Continued.

BOLTS—Machine—Continued.

23	3.00	18.85	4.40	27.50	6.40	39.90
24	3.15	19.50	4.55	28.45	6.60	41.30
25	3.25	20.20	4.70	29.45	6.85	42.75
26	3.35	20.85	4.85	30.40	7.05	44.15
27	3.45	21.50	5.00	31.35	7.30	45.55
28	3.55	22.20	5.15	32.35	7.50	47.00
29	3.65	22.85	5.30	33.30	7.75	48.40
30	3.80	23.50	5.50	34.25	7.95	49.80

BOLTS—Barrel—

Wrought Steel, Japanned—
- 2½-inch ..... .10
- 3-inch ..... .15
- 4-inch ..... .20
- 5-inch ..... .25
- 6-inch ..... .25

Extra Heavy Wrought Steel, Japanned—
- 4-inch ..... .20
- 5-inch ..... .25
- 6-inch ..... .30
- 8-inch ..... .45

Wrought Steel, Ant. Copper
- 2½-inch ..... .20
- 3-inch ..... .25
- 4-inch ..... .30
- 5-inch ..... .30
- 6-inch ..... .35

Cast Iron, Japanned—
- 3-inch ..... .15
- 4-inch ..... .15
- 5-inch ..... .20
- 6-inch ..... .25
- 8-inch ..... .35

Chain—

Cast Iron, Japanned—
- 6-inch ..... .40
- 8-inch ..... .50
- 10-inch ..... .70

Cast Iron, Amber or Bronzed—
- 4-inch ..... .30
- 6-inch ..... .45
- 8-inch ..... .55

Cast Iron, Ant. Copper or Dull Brass—
- 4-inch ..... .60
- 6-inch ..... .75
- 8-inch ..... .85

Cast Iron, Ant. Brass or Imt. Barff—
- 4-inch ..... .60
- 6-inch ..... .80
- 8-inch ..... .90

Cupboard, Japanned—
- 3-inch ..... .55
- 6-inch ..... .75
- 10-inch 1.75

BOTTLES—Vacuum—

Thermos—
- 10 ..... 2.25
- 10Q 3.50
- 11 ..... 2.50
- 11Q 4.00
- 14 ..... 2.75
- 14Q 4.25
- 15½ 3.25
- 15 ..... 3.50
- 15Q 5.25
- 6 ..... 3.75
- 6Q 5.75

Universal—
- 21 ..... 2.65
- 22 ..... 4.25
- 61 ..... 2.35
- 62 ..... 3.75
- 71 ..... 3.00
- 72 ..... 4.65
- 91 ..... 3.75
- 92 ..... 5.50
- 81 ..... 4.00
- 82 ..... 6.00
- 592 ..... 6.50

Ferrostat—
- 504R 10.00
- 505R 2-qt 14.50
- 505N 14.50

BOXES—Mitre—

Goodell—	Each
285	20.00
305	21.00
306	23.00
Stanley—	9.50
50½	11.00
246	23.50
358	26.75
460	32.00
Acme—	
72	22.50
73	21.50
74	26.00
75	24.00
New Langdon Imp—	
72	21.75
73	22.50
74	25.00
75	25.75
Stearn's Perfection—	
20	8.75

BRACES—

P. S. & W., price each—No. 508, $1.05; 510, $1.10; 2308, $2.00; 3310, $2.15; 3708, $3.00; 3710, $3.10; 3712, $3.25; 4608, $3.50; 4610, $3.75; 4612, $4.00; 5008, $4.50; 5010, $4.75; 5012, $5.00; 5014, $5.25; 7008, 5.75; 7010, $4.85; 7012, $5.00; 8208, $6.00; 8210, $6.50; 8212, $6.75.

Stanley Ratchet—8-inch, $5.00 each; 10-inch, $5.25; 12-inch, $5.50; 14-inch, $5.75.

Millers-Falls Holdall—No. 733, $5.00 each; 732, $5.25; 731, $5.50; 730, $5.75.

Stanley Corner—No. 992, 8-inch, $7.25; 10-inch, $8.00. No. 982, $4.50.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	$ .10	3x 4	.35
4x 5	.15	4x 5	.40
5x 7	.25	5x 7	.50
6x 8	.30	6x 8	.65
7x 9	.35	7x 9	.75
8x10	.40	8x10	.80
10x12	.50	10x12	1.00
12x14	.75	12x14	1.25

BRADS—Wire—	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.30	.25	.15
¾ to 1⅛-inch	.25	.20	.15
1¼ to 2-inch	.20	.20	.15

BRASS—Sheet—Soft, per lb., 70c; Half Hard, 75c; Sign, 75c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.00 each; No. 44, $3.25 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-15 in., $1.40 each; second grade, 14½ in., $1.25; third grade, 14 in., $1.00; common, 75c; Warehouse, $1.20; Railroad or Smelter, $1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 25c; 2 sew, 35c.

Push or Street

Bassine, 14-in.	1.25	Rattan, 6 rows, 12-in.	1.50
Bassine, 16-in.	1.35	Rattan, 6 rows, 14 in.	1.60
Steel Wire, 12-in.	1.00	Rattan, 6 rows, 16 in.	1.75
Steel Wire, 14 in.	1.15	Rattan, 8 rows, 14 in.	1.25
Steel Wire, 16-in.	1.35	Rattan, 4 rows, 14 in.	1.40
Steel Wire, 18-in.	2.00	Rattan, 16 in.	1.75

BRUSHES—

Casting—
- Oblong ..... .60
- Round ..... .80

Counter—
- Dusting, com. ..... .85
- Extra quality 1.10
- White bristles 1.75

Floor—
- Fibre, 12-inch ..... .90
- Fibre, 14-inch 1.05
- Fibre, 16-inch 1.15
- Hair, 12-inch 1.50
- Hair, 14-inch 1.70
- Hair, 16-inch 2.00
- Mixed, 12-inch 1.30
- Mixed, 14-inch 1.45
- Mixed, 16-inch 1.65
- Bristles, 14-inch 4.00
- Bristles, 16-inch 4.75
- Bristles, 18-inch 6.00

Garage—
- Fibre, 16-inch 2.00
- Fibre, 18-inch 2.25

Fibre, 20-inch 2.50
Fibre, 24-inch 3.25

Gear—
- Handles ..... .65

Hand or Nail ..... .10

Horse—
- Rice-Root, 12½ lb. ..... .55
- Rice-Root, 13 lb. ..... .95
- Rice-Root, 13½ lb. ..... .90
- Palmyra Fibre, 12½ lb. ..... .40
- Palmyra Fibre, 13 lb. ..... .70
- Mixed Fibre, 13 lb. ..... .65
- Ox Fibre, 8½x9 in. ..... .35
- Ox Fibre, 8½x10 in. ..... .50
- Ox Fibre, 4¼x11½ in ..... .70

Kalsomine—
- 7-in., single 2.40
- 3x7½ in blocks 6.75

Marking—(Round)—

White bristles—
- ⅝-⅞ in. ..... .10
- 1-1¼ in. ..... .15

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	....	....	.65	....	.80
3-inch	....	1.40	.75	.55	.40
3½-inch	2.60	2.00	1.00	.75	.55
4-inch	3.25	2.50	1.45	1.00	.70
4½-inch	3.75	3.25	....	1.40	....

Roofing—Knotted—
- 3 knots 14-lb. 2.00
- 4 knots 18-lb. 2.25

Sash—Chisel Point—
- ½x1½-in. ..... .20
- ¾x1¾-in. ..... .25
- ⅞x2-in. ..... .30
- 1x2¼-in. ..... .40

Scrub—
- Gray Tampico, 5-lb. ..... .25
- Gray Tampico, 7-lb. ..... .30
- Gray, Tampico, 9-lb. ..... .35
- Ox Fibre, 6-lb. ..... .25
- Ox Fibre, 8-lb. ..... .35
- Ox Fibre, 11-lb. ..... .40
- White Tampico, 4-lb. ..... .20
- White Tampico, 6-lb. ..... .25
- White Tampico, 8-lb. 35
- White Tampico, 10-lb. 85
- White Tampico, 11-lb. 40

Shoe—
- Dauber, wood ..... .20
- Dauber, iron ..... .30
- Brush only, ⅞-in. ..... .85
- Brush only 1¼-in. ..... .75
- Combination ..... .35
- Extra bristles ..... .50
- Best 1¼-in. bristles ..... .85

Sink—
- Ox Fibre ..... .15
- Split Bamboo ..... .05

Shaving—Rubber set—
- Ebonized handle ..... .55
- Boxwood, small 1.00
- Boxwood, medium 1.10
- Boxwood, large 1.35
- White Bone, small ..... .90
- White Bone, medium 1.25
- Octagon Bone 2.00
- Octag. Bone, polished 2.75

Stencil—
- 1⅛-in., 2½-lb. ..... .25
- 1¼-in., 3¾-lb. ..... .35
- 1½-in., 5-lb. ..... .45
- 1¾-in., 6-lb. ..... .55

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RETAIL SELLING PRICES—Continued.

BRUSHES—Continued—

Window—

Gray fibre	.75
Black horsehair	.90
Pope's Eye	1.05

Squeegees, 10-in.	.30
Squeegees, 12-in.	.35
Squeegees, 14-in.	.40
Squeegees, 16-in.	.50

BUCKETS—(See Galv. Ware)—

BUTTS—(See Hinges)—

CALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.

CANT HOOKS—

	Maple Hdl.	Hickory Hdl.
2¼x4½	2.75	3.25
2½x4½	2.85	3.25

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425 4-ft. maple, $3.50.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $10.50 each; using wire cable or manila rope for steel, wood, cable track, $13.50; Sling, $19.00; Steel Hay Carrier Track, 30c foot; Steel Hay Carrier Hanging Hooks, 20c each; Rafter Brackets, 10c.

CATCHERS—GRASS—No. 9, all duck, $1.75; 10G, galv. bottom, $2.00; 11 all duck, $2.25; 12G galv. bottom, $2.50; RR1, $1.00; Eureka, 85c; 16G, $1.50; 5G, $1.75.

CESSPOOLS—BELL—

	Hinge.	Loose.
2-inch 6x6 Bell	1.40	1.15
3-inch 9x9 Bell	2.00	1.80
4-inch 13x13 Bell	4.75	3.75

CHAINS—Tire.

Tire-Rid-O-Skid Size.	Pair
3 x28	3.50
3 x30	3.60
3 x32	3.70
3½x30	3.75
3½x32	3.95
3½x34	4.05
4 x31	4.15
4 x32	4.30
4 x33	4.40
4 x34	4.55
4 x35	4.65
4 x36	4.80
4½x34	4.75
4½x35	4.85
4½x36	5.20
4½x37	5.50
5 x37	6.50

Tire—Weeds' Size.	Pair
3 x28	4.75
3 x30	5.35

3 x32	5.90
3½x30	5.90
3½x32	6.50
3½x34	7.25
4 x31	7.25
4 x32	7.25
4 x33	7.75
4 x34	8.25
4 x35	8.75
4 x36	8.75
4 x37	9.50
4½x32	8.25
4½x33	8.60
4½x34	8.75
4½x35	9.50
4½x36	9.50
4½x37	10.25
5 x35	10.75
5 x36	10.75
5 x37	11.50
5½x36	14.50
5½x37	15.25
5½x38	16.50

CHAIN—New German Straight Link (Coil)—
6-0, 15c ft; 5-0, 13c; 4-0, 12c; 3-0, 10c; 2-0, 10c; 0, 9c; 1, 8c; 2, 8c.
Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.
Passing Link (coil)—4-0, 13c ft.; 3-0, 11c ft.; 2-0, 10c ft.
Proof Straight Link (coil)—3-16 black, 30c lb.; ¼, 25c lb.; 5-16, 22c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 18c lb.; ⅝, 18c lb.; ¾, 18c lb.
Proof Twisted Link (coil)—3-16 black, 33c lb.; ¼, 28c lb.; 5-16, 24c lb.; ⅜, 23c lb.; 7-16, 22c lb.
B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 22c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.
Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 17c ft.; 2-0, 15c ft.; 0, 13c ft.
Jack: Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 7½c; No. 14, 7½c; No. 12, 10c; No. 10, 10c; No. 8, 12½c; No. 6, 18c.
Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 18c; No. 113, 20c; No. 112, 25c; No. 110, 40c.
Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0, 20c yd.; 1-N1, 25c yd.; 2-N2, 30c yd.; 3, 35c yd.
Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.
Sash Chain Fasteners—12, 15c set; 100, 45c set.

CHALK—Carpenter's, per piece, 5c. School Crayon, small quantities, 1c each; dustless, 75c gross lots; common, 50c gross lots.

CHALK LINE—Yellow, 50.-ft. hank, 20c; 100-ft. hank, 35c. Braided white, 20-ft. hanks, size 120, 10c each; 220, 10c; 320, 10c. 50-ft. balls, size 150. 20c each; 250, 20c each; 350, 20c each.

CHECKS—Door—All makes, Liquid Checks—A-11, $5.25; B-12, $7.00; C-13, $8.00; D-14, $10.00; E-15, $12.75. For hold open arm, add $1.00 each.

CLAMPS—Carpenters', Stearn's—No. 101, $4.75 pair; 101½, $5.25; 102, $5.50; 303, $7.75; 304, $8.50; 305, $9.50; 306, $15.50; 308, $20.00.
Carriage Makers'—No. 12, plain, 50c each; 13, 60c; 14, 70c 15, 90c; 16, $1.10; 17, $1.45; 18, $1.75; 20, $2.40; 22, $2.65; 60 Adj. 75c; 61, $1.00; 62, $1.65; 63, $2.00; 64, $2.75; 65, $3.50.
Quilt Frame—No. 1, 10c each; 3, 15c; 32, 10c; 33, 15c.

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	1.00	1.30	1.20	1.35
¼	1.05	1.35	1.25	1.35
⅜	1.10	1.40	1.30	1.35
½	1.15	1.45	1.35	1.40
⅝	1.20	1.50	1.40	1.50
¾	1.25	1.55	1.45	1.65
⅞	1.30	1.65	1.55	1.75
1	1.35	1.75	1.60	1.85
1¼	1.45	1.90	1.75	2.00
1½	1.50	2.00	1.85	2.25
1¾	1.65	2.15	1.95	2.50
2	1.80	2.30	2.10	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.65
1⅛	....	.75
1¼	1.10	.85
1⅜	....	1.00
1½	1.25	1.25
1¾	1.65	1.65
2	1.75	2.25

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
¼	.20	.35	.50	.50	.50
5-16	.20	.35	.50	.50	.55
⅜	.20	.35	.50	.55	.60
½	.25	.45	.65	.65	.75
⅝	.35	.50	.75	.70	.85
¾	.50	.65	.85	.90	1.00
⅞	.65	.90	...	...	1.25
1	.85	1.00	...	...	1.50

CHOPPERS—Meat and Food—

Enterprise No.	Each.
5	3.50
10	5.50
12	5.00
22	8.50
32	11.00

Universal	
0	$2.00
1	2.50
2	3.00
3	4.00
304	8.75

Russwin	
0 R	2.25
1 R	2.75
2 R	3.25
3 R	4.25
501	2.00
602	2.50
703	3.25

CHURNS—Barrel—Acme, No. 0, $7.50; 1, $8.50; 2, $9.25; 3, $10.50; 4, $13.50; 5, $15.00.
Improved Cylinder—No. 1, $5.00; 2, $6.00; 3, $7.00; 4, $8.00.
Sturges Steel— No. 1, $9.00; 2, $11.00; 3, $12.50.
Glass Family—Universal, No. 15, $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 40c each; 20, 65c; 30, 90c; 40, 1.15.
Dazey—Tin, No. 200, 2-ga., $4.75; 300, 3-gal., $6.00; 400, 4-gal., $7.25; 600, 6-gal., $9.50.
Dash—IX Tin, 2-gal., $2.00; 3-gal., $2.25; 4-gal., $2.50; 5-gal., $2.75; 6-gal., $3.00. Dash and handle, 20c extra.

CLEANERS—Window—

Rubber—				Wood Floor—	
10-inch	.40	16-inch	.60	14-inch	.60
12-inch	.50	18-inch	.70	16-inch	.75
14-inch	.55				

CLEVISES—Malleable, 22c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	4.25	No. 0	2.00
No. 1	5.50	No. 1	2.50
No. 2	7.75	No. 2	3.50
No. 3	10.00	No. 3	4.50
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS—(Alarm)—Ace, $3.75 each; America, $1.75; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $2.00; Iron Clad, $3.00; Lookout, $2.50; Prompter, $3.25; Simplex, $6.00; Sleepmeter 2, $3.00; Sleepmeter 3, $3.25; Startle, $3.50; Tattoo Jr., $4.25; Tattoo Int, $4.25.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, WIRE—

Hardware Galvanized Mesh.	Sq. ft.	Screen	Sq. ft.
1 inch	.16	12 M—Black	.04
¾ inch	.13	14 M—Black	.04½
⅝ inch	.18	16 M—Black	.05½
2 mesh	.09	14 M—Bronze	.16
3 mesh	.10	14 M—Galvanized	.05
4 mesh	.10	16 M—Galvanized	.05½
6 mesh	.11	14 M—Opal or Galv.	.05
8 mesh	.11	16 M—Opal or Galv.	.05½

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RETAIL SELLING PRICES—Continued.

COAL—Blacksmith—
Catch weight sacks, per 100 lbs.....$2.50

COAL CHUTES—Hercules—

No. 1, 16x18.....	13.00	No. 5, 20x24.....	17.50
No. 2, 18x20.....	15.00	No. 6, 16x18.....	14.50
No. 3, 20x24.....	20.00	No. 7, 20x24.....	17.50
No. 4, 16x18.....	11.00	No. 8, 18x24.....	28.00

COCKS—

No.		Each	No.		Each
Ball 660—	½-inch...	1.25	Floats 395—	5-inch...	.75
	⅝-inch...	1.50		6-inch...	1.00
	¾-inch...	1.85		7-inch...	1.75
	1 -inch...	3.00		8-inch...	2.50
	1¼-inch...	4.75		10-inch...	5.00
1285	½-inch...	2.50	Gas Hose—	⅜-inch...	.30
	⅝-inch...	2.65		½-inch...	.35
	¾-inch...	3.25		¾-inch...	.50
	1 -inch...	5.50			
	1¼-inch...	8.00			

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.80	.85	.95	1.10	1.85	2.90	4.00	7.00

COPPER—Sheet, 70c lb.; Bars, round, 75c lb.; Tubing, 85c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.	Each		
8½ inch.....	2.85	5 pints	2.50
9½ inch.....	3.00	6 pints	2.75
10½ inch.....	3.35	Tea Pots.	Each
Coffee Pots.	Each	2 pints	1.75
3 pints	2.00	3 pints	2.00
4 pints	2.25	4 pints	2.25
		5 pints	2.50

COPPERS, SOLDERING—Family—

1	1.65
2	1.50
Tinners—	
½ pound, per pair	.80
1 pound, per pair	.50
1½ pound, per pair	.70
2 Pound, per pair	.85
3 to 14 pounds	.80

CORD—(Sash)—Samson Spot-braided. Common, $1.15 per lb.; Silver Lake, $1.65 per lb.; Waterproof—coil, $1.75 per lb.; 3-16 inch, $2.50 per hank; 7-32 inch, $3.35 per hank; ¼ inch, $4.00 per hank; 5-16 inch, $6.50 per hank; ⅜ inch, $9.00 per hank.

CORD, TINNED PICTURE—
No. 0, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.

COTTERS—Hammer Lock or Regular Spring.

Length	1-16, 5-64, 3-32 in. 100	1000	⅛ in. 100	1000	5-32 in. 100	1000
½-inch.....	$ .20	$1.25	$ .30	$2.00	$ .35	$2.40
¾-inch.....	.25	1.40	.30	2.00	.40	3.00
1 -inch.....	.25	1.65	.35	2.25	.45	3.25
1¼-inch.....	.25	1.80	.40	2.55	.50	3.50
1½-inch.....	.30	2.05	.45	2.85	.60	4.00
2 -inch.....	.35	2.50	.50	3.40	.70	4.75

Length	3-16 in. 100	1000	¼ in. 100	1000	5-16 in. 100	1000
½-inch.....	$ .50	$3.75	....	....	....	....
1 -inch.....	.60	4.25	$1.00	$6.75	$1.75	$11.00
1¼-inch..	.70	5.00	1.10	8.00	2.00	14.50
1½-inch.....	.80	5.50	1.25	9.00	2.00	14.50
1¾-inch.....	.90	6.00	1.50	10.00	2.25	16.00
2 -inch.....	1.00	6.75	1.75	11.50	2.50	17.50
2½-inch.....	1.10	7.75	2.00	14.00	3.00	20.00

CRAYON—Lumber, 10c; Soapstone, 5c.

CUTTERS—Pipe—Barnes, No. 1, $3.40 each; 2, $4.50; 3, $7.50; 4, $15.00; 5, $22.50; 6, $30.
Saunders—No. 1, $2.55 each; 2, $3.85; 3, $9.35; 4, $15.30.
Trimo—No. 1, $3.40 each; 2, $4.50; 3, $7.50.

DAMPERS—Stove Pipe—No. 3, 15c each; 4, 20c; 5, 20c; 6, 25c; 7, 35c; 8, 50c; 9, 65c; 10, 75c.

DIVIDERS—Wing, No. 1 and [illegible], 6-inch, 65c pair; 7-inch, 75c; 8-inch, 85c; 10-inch, $1.15. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOLLIES—Timber—
No. 649, 6-inch .....$9.00 No. 650, 8-inch $12.50

DOORS—Ash Pit—

8x8	1.60	10x12	2.35
8x10	1.75	12x15	4.50

ASH TRAPS—Common, 7x9, 70c; Adams Double, 80c.

DOORS—Screen, Black—

Common, ⅞-inch,	2-6x6-6	2.75
Common, ⅞-inch,	2-8x6-8	2.85
Common, 1⅛-inch,	2-6x6-6	3.25
Common, 1⅛-inch,	2-6x6-8	3.50
Common, 1¼-inch,	2-10x6-10	3.75
Common, 1⅛-inch,	3x7	4.00

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each	No.	Each.
8	7.25	87	12.00
8½	9.50	97	13.00
9½	13.25	118	7.50
10½	23.60		
490½	17.80		
1003	13.00		
1005	21.50		
11	22.00		

Goodell-Pratt Breast Drills—

6	5.85	5	3.75
07	5.50	98	5.75
245	5.00	105	3.50
279	13.25	306	4.75
Millers Falls (Breast)—		343	3.00
12	6.75	1980	6.00
12 A	6.25		

Yankee—Millers Falls, Hand—

1	3.50
2	5.00
2B	4.25
3A	3.75

Drill Presses—Millers Falls

20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—

No.	Each.		
4	3.10	445	5.50
4½	2.55	455	6.25
5½	5.00	545	9.25
5½B	5.00	550	9.00
49	2.00	555	10.00
52	2.75	1430	3.25
53	3.30	1445	5.50
54	3.65	1455	6.25
154	5.00	1530	4.75
259	6.00	1540	7.50
329	3.10	1545	9.25
385	7.25	1550	9.00
379	3.30	1555	10.00

Chain Drills—Goodell-Pratt

307	4.50	318	6.60
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	2.65	44	3.00
42	2.00	50	3.75

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	.95	305	.50
301	.95		

Yankee Drill Points
Set of 8, 75c; each 10c.

Bits, Wood (Syracuse Pattern)

Thirtyseconds—	Ea.		Ea.
2	.20	12	.45
3	.20	13	.50
4	.20	14	.50
5	.25	15	.55
6	.25	16	.60
7	.30	17	.65
8	.35	18	.70
9	.40	19	.75
10	.40	20	.80
11	.45	24	1.00

Bit Stock Twist Drills for metal or wood—

1-16	.15	15-32	.80
3-32	.20	½	.90
⅛	.23	17-32	1.00
5-32	.25	9-16	1.10
3-16	.30	19-32	1.20
7-32	.35	⅝	1.30
¼	.40	11-16	1.40
9-32	.45	⅜	1.60
5-16	.55	13-16	1.80
11-32	.60	⅞	2.00
⅜	.65	15-16	2.20
13-32	.70	1	2.40
7-16	.75		

Straight Shank Carbon steel, Short Set—

1-32	.10	7-32	.20
3-64	.10	15-64	.25
1-16	.15	¼	.25
5-64	.15	9-32	.30
3-32	.15	5-16	.35
7-64	.15	11-32	.40
⅛	.15	⅜	.45
9-64	.15	13-32	.50
5-32	.15	7-16	.60
11-64	.20	15-32	.70
3-16	.20	½	.80
13-64	.20		

Straight Shank, Wire Gauge Carbon Steel—

1 to 5.....	.25	36 to 40.....	.16
6 to 10.....	.22	41 to 45.....	.16
11 to 15.....	.20	46 to 50.....	.15
16 to 20.....	.18	51 to 55.....	.15
21 to 25.....	.17	56 to 60.....	.15
26 to 30.....	.16	61 to 80.....	.10
31 to 35.....	.16		

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RETAIL SELLING PRICES—Continued.

ELECTRIC APPLIANCES—

Universal Goods—

Dishes, Chafing—		E9437	16.00
E921	15.75	E9439	17.00
E940	21.50	E9635	13.50
E9850	18.50	E9637	14.00
Grills—		E9639	15.00
E982	10.50	E9646	17.50
E984	12.50	E9649	19.00
Heaters, Immersion—		E9676	10.50
E970	6.00	Ranges, Table—	
Irons, Curling—		E9841	19.00
E9901	6.50	Stoves—	
E99011	7.25	E998	9.00
Irons, Pressing—		E1997	9.00
E901	8.00	E9960	8.00
E902	7.25	Toasters—	
E905	7.25	E945	7.50
E9023	6.00	E946	6.75
E9035	7.25	Urns, Coffee—	
E9051	7.75	E916	18.50
E9081	8.50	E919	19.50
Irons, Waffle—		E9136	16.50
E930	16.50	E9146	20.00
Pads, Heating—		E9149	22.00
E9940	10.00	E9166	22.50
Percolators—		E9169	25.00
E9025	13.50	E9176	17.00
E9027	14.00	E9179	18.00
E9029	15.00	E9166044	41.75
E9435	15.00	E9169044	44.25

Hot Point Goods—

Chafing Dishes—No. 20501, $10.00 each; 20502, $16.00; 20503, $18.50.

Coffee Percolators — No. 20610, $10.00 each; 20611, $10.00; 20620, $12.50; 20621, $12.75; 20622, $15.75; 20650, $15.75; 20651, $19.50; 20652, $23.00.

Grills—No. 20101, $9.50 each; 20103, $11.50; 20104, $10.50.

Percolator Sets — No. 414S4, $40.75; 414S6, $32.75; 415S5, $39.25.

Curling Irons—No. 112L1, $7.00; 112L2, $6.00.

Heaters—No. 30501, $20.00 each; 30502, $27.00; 30503, $36.25; 30603, $28.75; 30604, $40.25.

Heating Pads—No. 50142, $6.50 each; 50151, $9.00.

Immersion Heaters—No. 50201, $6.00 each; 50202, $7.00; 50203, $8.00.

Irons—No. 10715, $19.00 each; 10720, $20.50; 10725, 26.00; 11203, $5.75; 11205, $6.75; 11206, $6.75; 11307, $9.00; 11308, $9.00; 11310, $10.00; 11312, $15.00; 11315, $16.50; 20504, $3.00.

Ovenette—No. 40701, $5.00 each.

Stoves—No. 20301 $6.50 each; 20302, $7.00; 40101, $8.50; 40102, $10.25; 40103, $14.25; 40104, $16.50; 40105, $19.50; 40106, $7.25.

Toaster—No. 114T5, $6.75 each; 114T5½, $6.25; 115T1, $6.75.

Vacuum Cleaners—No. 60102, $37.50 each; 60103, $42.00. Attachments, $10.00.

ELECTRICAL SUNDRIES—	Each
Attachment Plugs, No. 903, Benjamin	.25
No. 500, Bryant	.20
Bells, 2½-inch Eclipse, Iron Box	.75
3-inch Eclipse, Iron Box	.85
Buzzers, Iron Box	.75
Watch Case	.75
	Pair
Cleats, 2 and 3 wire, unglazed	.06
	Each
Clusters, No. 92, Benjamin, 2-light	1.15
No. 93, Benjamin, 3-light	1.50
No. 94, Benjamin, 4-light	1.75
Porcelain Rings for Clusters	.10
	Foot
Cord, No. 18, Green and Yellow Twisted Lamp	.05
No. 18, Heater, Twisted	.08
	Each
Fuses, 6, 10, 15, 20, 25, 30 amp	.10
Globes, 6x3¼, R. I. Ball	.60
8x3¼ or 4, Ball	1.25
Knobs, No. 5½, solid	.03½
No. 5½, split	.04½
Lamp Guards, Style A—16 C. P	.30
Style H—16 C. P	.35
Style H—32 C. P	.45
Loxon, 40 watt (guard only)	.65
Loxon, 60 watt (guard only)	.70
Key for Loxon Guards	.10
	Foot
Loom, 7-32 (250 feet in coil)	.09
¼ (250 feet in coil)	.10
	Each
Receptacles, No. 226, Porcelain Cleat	.25
No. 195, Freeman Key, brass	.65
No. 188, Freeman Key, brass	.75
Rosettes, No. 319, Cleat	.15
No. 333, Concealed	.25
Switches, No. 400, Common Snap	.45
No. 403, Indicating Snap	.50
No. 459, 3-way Snap	.85
No. 4401, Single Pole Push	.60
No. 4403, 3-way Push	.75
No. 707, Single Pole, 1-way Baby Knife	.35
No. 708, Single Pole, 2-way Baby Knife	.60
No. 709, Double Pole, 1-way Baby Knife	.65
No. 710, Double Pole, 2-way Baby Knife	.80
Sockets, ⅛-inch and Pendant Cap Key BB	.45
Pull Chain	.85
Shades, 8-inch Tin Cone	.55
10-inch Tin Cone	.60
8-inch Flat Tin	.50
10-inch Flat Tin	.75
Shade Holders, 2¼-inch P. & A., BB	.15
3¼-inch P. & A., BB	.25
Tubes, Porcelain, 5-16x3	.02½
5-16x4	.04½
5-16x5	.06
5-16x6	.07
	Lb.
Tape, Durafix Friction, ½-lb. rolls	.80
Sticktite Friction, ½-lb. rolls	.80
Paraweld Rubber, ½-lb. rolls	.80
	Foot
Wire, No. 10, S. B. Solid R. C	.05½
No. 12, S. B., Solid R. C	.03½
No. 14, S. B., Solid R. C	.03
	Lb.
No. 18, Single Bell	.90
No. 20, Twisted Bell	.90
	100 Feet
No. 18, Black R. C. Fixture	1.25

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 25c; Sash, common brass plated, 15c, two for 25c.

FAUCETS—Cork Lined— 8-inch, each $ .20
7-inch each $ .15 9-inch, each .25

FELT—Deadening—¾-lb. size, roll $3.50; 1-lb., $4.50; 1½-lb., $6.50; 2-lb., $8.00.

FIBRE WARE—

	Each.		
Funnels—		2 quart	2.00
1 quart	1.25	½-gallon	2.25
2 quart	1.60	1 gallon	2.75
Keelers—		Pails—	
45 lbs.	1.50	12 quarts	1.50
60 lbs.	1.75	Spittoons—	
80 lbs.	2.25	4x9-inch	2.00
95 lbs.	3.00	5x11-inch	2.75
Lunch Boxes—		6x13-inch	2.75
Small	.25	Tubs, Oval—	
Larger	.30	18-inch diameter	4.00
Largest	.35	19-inch diameter	4.65
Folding	.40	20-inch diameter	5.25
Measures—		23-inch diameter	6.75
1 pint	1.50		

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	.90	.20			
3-16 inch	1.25	.20	⅛ inch	2.70	.15
¼ inch	1.50	.25	3-16 inch	3.75	.20
5-16 inch	2.25	.45	¼ inch	4.50	.25
⅜ inch	3.00	.60	5-16 inch	6.50	.45
½ inch	5.50	.80	⅜ inch	9.00	.60
⅝ inch	17.50	...	½ inch	16.50	.80
¾ inch	27.50	...			

FILES—Band saw, slim, 4 inches long, 20c each; 5, 20c; 6, 25c; 8, 35c; 10, 50c. Knife, bastard, 4, 35c; 5, 40c; 6, 45c; 8, 55c; 10, 65c. Regular Taper, 3-8½, 15c; 4, 15c; 4½, 15c; 5, 20c; 5½, 20c; 6, 25c; 8, 35c; 10, 55c. Slim Taper, 3-8½, 15c; 4, 15c; 4½, 15c; 5, 20c; 5½, 20c; 3, 25c; 8, 30c; 10, 40c. Warding, bastard, 4, 30c; 5, 35c; 6, 40c; 8, 40c. Flat, bastard, 3-4, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 50c; 12, 65c; 14, 85c; 16, $1.20. Half Round, bastard, 3-4, 30c; 5, 35c; 6, 40c; 8, 45c; 10, 60c; 12, 75c; 14, $1.00; 16, $1.30. Mill Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 95c. Round Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 95c. Square Bastard, 3-4, 25c; 5, 30c; 6, 30c; 8, 35c; 10, 50c; 12, 65c; 14, 90c; 16, $1.20.

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75. Am. Heavy: 17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Daylos—

Tubular Nos.	2602	2604	2612	2616	2619	2627	2628
Complete ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.35	$1.10
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	.85	.75
Tubular Nos.	2630	2631	2632	2633	2634	2638	2659
Complete, ea.	$1.55	$1.85	$2.25	$2.75	$2.85	$3.10	$3.25
Case & Bulb, ea.	1.05	1.50	1.75	2.25	2.00	2.75	2.75
Pocket Nos.	6954	6961	6962	6971	6972	6991	6992
Complete, ea.	$1.25	$1.00	$1.25	$1.00	$1.25	$1.25	$1.50
Case & Bulb, ea.	.95	.70	.85	.70	.85	.95	1.10
Tubular Battery Nos.				705	706	790	791
Battery only, each				$ .50	$ .25	$ .35	$ .30
Pocket Battery Nos.	700	703	750	751	792	793	
Battery only, each	$ .30	$ .40	$ .30	$ .40	$ .30	$ .45	

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RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.85	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Bulb ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Bulb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	1.00	1.25	1.25	1.35	1.50	1.65	1.90
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Chain Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each....$1.00 $1.10 Battery only, each..$ .25
Case and Bulb, each .75 .85
Battery only,

Nos.	1202	1208	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $15.00; No. 151 Chicago, $17.50 Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $5.50; 95 double harpoon, $3.25; 96 double harpoon, $6.50; 87 double harpoon, $3.75; 98 double harpoon, $6.50. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $17.50; 4½ ft., $18.00; 5 ft., $21.00.

FREEZERS—Arctic—

Qts.	Each.		
1	4.00	2	5.65
2	4.60	3	6.75
3	5.55	4	8.25
4	6.80	6	10.45
6	8.60	8	13.50
8	11.10	10	18.00
Toy	4.00	12	21.55
White Mountain		15	25.60
1	4.85	20	33.20

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.75; 14-in., $1.85; 16-in., $2.00.

GARBAGE CANS—(See Cans)—

GATES—Molasses and Oil—
Perfection—½-inch, 75c each, ¾-inch, $1.15; 1-inch, $1.25; 1¼-inch, $1.50; 1½-inch, $1.85; 2-inch, $2.00.
Stebbin's Pattern—1-inch, 35c each; 1⅛-inch, 40c; 1⅜-inch, 45c; 1⅝-inch, 50c; 1 13-16 inch, 60c.

GAUGES—BUTT—Stanley—

No.	Each	No.	Each
93	1.65	77	1.40
94	1.85	71	.85
95	1.75	90	.75
95½	1.35	91	1.40
Marking—Stanley—		92	2.25
61	.15	97	1.00
64	.40	98	1.90
65	.85		

Lock Fast—½-inch, $1.15 each; ¾-inch, $1.35; 1-inch, $1.50; 1¼-inch, $1.85; 1½-inch, $2.25.
Enterprise, Self Measuring—No. 61, Faucet, $6.00; 97, Pump $14.50.
Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I C, $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—

3B Grade—	Large Lots	Small Lots
Single Strength	70%	65%
Double Strength	70%	65%

Extras for Putting In Glass—	Per light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	75c per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	$ .50	1¾	$ .10
2	.60	2	.10
2½	.65	2½	.15
3	.70	3	.15
3½	.75	3½	.20

GLASSES, GAUGE— Standard. Extra Heavy

	⅜	½ & ⅝	¾	½ & ⅝	¾
6	.25	...	...	...	....
8	.25	...	...	...	....
10	.25	.25	.30	.55	.75
12	.25	.30	.35	.60	.90
14	...	.35	.45	.70	1.05
16	...	.40	.50	.85	1.25
18	...	.45	.55	.95	1.35
20	...	.65	.80	...	....
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES, LANTERN—Cold Blast—Plain, 20c each; Bullseye, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 50c.
Railroad—Clear, 20c each; Green or Red, 30c.
Tubular—Clear, 10c each; Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 20c each.

GLUE—Dry—

No. or Brand	l.b.
AAA	.55
B	.60
CX	.40
D	.30
GX	.55
LXX	.45

Imperial Liquid—

Size	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	½ Gal.
List, Doz.	1.06	1.80	2.80	4.50	7.00	11.25	21.00
Sug. Ret., Ea.	10	.20	.25	.40	.65	1.00	1.75

Le Page's Liquid—

Size	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, Doz.	1.60	1.65	1.80	2.80	4.50	7.00	11.25
Sug. Ret., Ea.	.15	.15	.20	.25	.40	.65	1.00

GOUGES—Bucks, Firmer—

Size, inches	¼	¾	½	⅝	¾	⅞
List, Doz.	7.75	8.25	8.75	9.30	10.10	11.10
Sug. Ret., Ea.	1.00	1.10	1.20	1.25	1.35	1.50
Size, inches		1	1¼	1½	1¾	2
List, Doz.		11.65	13.05	14.50	16.00	17.95
Sug. Ret., Ea.		1.60	1.75	2.00	2.25	2.50

Bucks, Turning—

Size, inches	¼	⅜	½	⅝	¾	⅞
List, Doz.	4.45	4.80	5.30	5.65	6.45	7.20
Sug. Ret., Ea.	.60	.65	.75	.80	.90	1.00
Size, inches		1	1¼	1½	1¾	2
List, Doz.		8.05	10.15	12.95	15.05	18.25
Sug. Ret., Ea.		1.15	1.40	1.75	2.00	2.50

P. S. & W. Firmer—

160—	¼ inch	1.10	1 inch	1.45
	⅜ inch	1.15	1¼ inch	1.55
	½ inch	1.20	1½ inch	1.75
	⅝ inch	1.25	1¾ inch	1.95
	¾ inch	1.80	2 inch	2.25
	⅞ inch	1.40		

GALVANIZED WARE

Boilers, Coffee

1½ quarts	.90
2 quarts	1.10
3 quarts	1.35
4 quarts	1.90
6 quarts	2.15
8 quarts	2.60
10 quarts	3.00
12 quarts	3.40

Boilers, Wash

18	2.00
21	2.45
22	2.65

Bowls, Wash

11 inch diam.	.25
13-inch diam.	.35

Buckets, Fire

12 quarts	.75
14 quarts	.85
14 quarts	.95

Buckets, Well

10 quarts	.85
12 quarts	.95
14 quarts	1.05

Cans, Ash

10 gals.	4.80
16 gals.	5.75
20 gals.	6.75
23 gals.	7.75

Cans, Garbage
Smooth, Pail Handle

2 gals	1.00
5 gals.	1.35
6 gals.	1.65
8 gals.	1.90
10 gals.	2.25
16 gals.	2.75

Corrugated, Side Handles

15 gals.	6.25
16 gals.	6.75
21 gals.	7.25

Gasoline Cans (1 P & B, 1)

5 gals.	3.00
1 gal.	.75

(Side faucet)

5 gals.	2.00

(Top faucet)

5 gals.	2.25

Oil Cans

1 gal.	.55
2 gals.	.90
5 gals.	2.00

(Double seamed)

5 gals.	1.65

(Side faucet)

5 gals.	1.85

Dippers

1 quart	.25

Coal Hods

16 inch	1.00
17 inch	1.10

Camp Kettles

1 gal.	.40
1½ gals.	.55
2 gals	.70
3 gals.	.90
4 gals.	1.05

Cement Pails

14 quarts	2.00

(Puritan)

14 quarts	2.50

Chamber Pails

10 quarts	1.10
12 quarts	1.20

Stock Pails

14 quarts	.95
16 quarts	1.10
18 quarts	1.20
20 quarts	1.30

Water Pails

8 quarts	.50
10 quarts	.55
12 quarts	.60
14 quarts	.70
16 quarts	.80

(Extra quality)

12 quarts	1.05

Refrigerator Pans

12-inch	.65
14-inch	.75
16-inch	.85

Water Pails or Sprinklers

4 quarts	.90
6 quarts	1.00
8 quarts	1.25
10 quarts	1.50
12 quarts	1.75
16 quarts	2.00

Foot Tubs (oval)

16-inch	.75
17-inch	.85
19-inch	.95
20-inch	1.15
21-inch	1.50

Wash Tubs

18-inch	1.25
20-inch	1.50
22-inch	1.75
24-inch	2.00

(Extra heavy)

20-inch	2.25
22-inch	2.50
24-inch	2.85

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RETAIL SELLING PRICES—Continued.

GRATES—

Air Tight Heater—	
16 inch	1.75
18 inch	2.00
20 inch	2.25
Basket Fire Place—Cast Iron—Fancy Back—	
20 inch	7.75
24 inch	8.75
27 inch	10.00
Straight Back—	
20 inch	8.00
24 inch	8.75
27 inch	10.00
30 inch	11.00
Low Back—	
16 inch	6.75
18 inch	7.00
20 inch	7.25
22 inch	7.50
24 inch	8.25
27 inch	9.00

GRAPHITE—Flake, per lb., 75c.

GRINDSTONES—

Loose—	Cwt.
15 to 40 lbs	6.75
40 to 200 lbs	6.25
Over 200 lbs	6.75
Fixtures and Axle—	
15 inch	1.25
17 inch	1.50
19 inch	1.75
Mounted—Hand—	
7 inch	2.75
8 inch	3.00
10 inch	3.75
12 inch	4.25

Pedal Mounts—Prices range from $9.75 to $21.50, according to material and quality.

HACK SAWS—

Lenox, Power.				Hand, Star and Lenox		
Lght.	Width.	Lt.	Heavy.	Length.	Each	Doz.
8"	9-16	.90	....	8-inch	.10	.75
10"	⅝	1.15	....	9-inch	.10	.85
10"	¾	1.35	1.95	10-inch	.10	1.00
10"	1	....	2.45	11-inch	.10	1.10
12"	⅝	1.35	....	12-inch	.15	1.30
12"	¾	1.60	2.35	Hand, Victor		
12"	1	2.30	2.95	8-inch	.10	.85
14"	⅝	1.70	....	9-inch	.10	.95
14"	¾	1.90	2.75	10-inch	.15	1.10
14"	1	2.65	3.50	12-inch	.15	1.25
16"	¾	2.15	3.15			
16"	1	3.05	3.90			
17"	⅝	2.30	....			
17"	1	3.25	4.15			

HACK SAW FRAMES, M. F.—4B, 75c; 6, $2.25; 9, $1.85; 15, $2.75; 77, $1.00; 78, $1.50; 1027, $2.50; 69, $3.30; 69B, $2.65; 14, $3.50; 4 Milford Adj., $3.00; 7 Milford Adj., $1.65; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—V & B Vanadium, No. 41½, $2.25 each; Nail HAMMERS—Maydole Carpenters' Nail—No. 1, $1.45 each; 1½, $1.35; 2, $1.20; 3, $1.15; 11, $1.45; 11½, $1.35; 12, $1.20; 12½, $1.15; 13, $1.10; 14, $1.00; 200, $1.90; 611½, $2.00; 710, $1.80; 711, $1.60; 711½, $1.50; 712, $1.35; 811½, $1.65. Maydole Brad—No. 926, 95c each; 927, 90c. Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50 each. Maydole Machinist Ball Pein—No. 375, $1.90 each; 376, $1.80; 377, $1.70; 378, $1.60; 379, $1.50; 770, $2.00; 770½, $1.75; 771, $1.60; 772, $1.45; 773, $1.30; 774, $1.20; 775, $1.10; 776, $1.00; 777, 95c; 778, 90c.

HAMMERS—

Plumb's Carpenter's Nail—		1371	1.00
K1	1.25	1372	1.05
TC 1½	1.25	1373	1.10
A 11	1.20	1374	1.15
A 11½	1.15	1375	1.20
A 12	1.10	1376	1.30
C 11½	1.50	1377	1.40
C 12	1.45	1379	1.60
P 80	1.50	Plumb's Riveting—	
P 81	1.40	220	1.00
P 82	1.30	221	1.05
P 83	1.20	222	1.15
P 84	1.15	223	1.25
P 85	1.50	251	.95
P 86	1.40	252	1.00
P 87	1.25	253	1.05
Plumb's Engineer's—		254	1.10
261	1.60	Plumb's Brick—	
262	1.75	461	1.50
263	1.85	462	1.65
264	2.00	3154	1.15
Plumb's Machinist's Ball Pein—		3155	1.35
18	.40	Plumb's Prospector's Pick	
1370	.95	470	2.25
		471	2.40

HANDLES—Adze, extra select, 75c; second growth, 85c.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 75c; second growth, 85c.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer and Hatchet—Second growth hickory, 12 inch, 29c; 14 inch, 25c; 18 inch, 30c.
Peavey Handles—

	Hickory.	Maple.		Hickory.	Maple.
2¼x4	1.00	.90	2¾x4½	1.30	1.00
2¼x4½	1.15	1.00	2¾x5	1.60	1.15
2½x4½	1.25	1.00	2¾x5½	1.65	1.25
2½x5	1.40	1.10	3 x5	1.65	1.25
2½x5½	1.50	1.15			

Pick—36-inch Drift, Select, 50c; Extra Select, 60c; Railroad No. 1, 50c; No. 2, 60c; Select, 70c; Extra Select, 90c.
Sledge—36-inch, Select, 60c; Second Growth, 75c.
Saw, Hand—Disston, No. 7, 40c; No. D8, 75c; No. 12, $1.10. Crosscut, Disston, No. 112, 85c; No. 118, $1.00; No. 114, $1.50. Simonds Reversible Guard, per pair $1.50; Simonds No. 6, $1.40; Atkins No. 24, $1.25. One Man Cross Cut, No. 218, 40c; Supplementary, 25c. Auger M. F. No. 1, $1.00; No. 2, $1.00; No. 3, $1.50; No. 4, $2.75; No. 5, $3.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—

Flat Track— No and Brand.	Pair.
3—Myers	2.35
4—Myers	2.00
25—Lanes	1.25
34—Richards	1.90
37-1—Richards	1.80
38-1—Richards	1.80
38-2—Richards	2.10
42-3—Richards	1.80
42-4—Richards	2.10
42-5—Richards	3.15
42-6—Richards	4.10
43—Richards	1.35
248—Richards	1.90
Round Track—	
5—Wilbern	2.15
462-2—Richards	1.65
Trolley Track—	
20—Richards	3.40
20½ B—Richards	4.50
21-2—Richards	3.75
27½ B 1—Richards	6.25
120—Richards	7.25
150—Richards	8.50

HANGERS, HOUSE DOOR—

No. or Brand	Set.
01—Johns	3.00
1—Johns	5.50
5 S—Prouty	3.50
5 D—Prouty	6.50
011—Richards	3.50
11—Richards	6.50
012—Richards	3.35
12—Richards	6.25
015—Frisco	3.00
15—Frisco	5.50
0105—Lanes	3.75
0105 A—Lanes	3.75
0105 NT—Lanes	3.25
105—Lanes	7.00
105 A—Lanes	7.00
105 NT—Lanes	6.00
140-1—Richards, pair.	3.50

HATCHETS—
Underhill Star—Chicago patent, $2.85; Boston, $2.75; St. Paul, $3.00.
Sayre—Boston, $2.50; Chicago, $2.65.
Flooring—1 Plumb, $2.25; White, $2.75.
Broad—1 Plumb, $2.00; 2, $2.10; 3, $2.50; 4, $2.60; 5, $2.85; 6, $3.10.
Bench—Single or Double Bevel—8 White, $2.50; 7, $2.60; 6, $2.75; 5, $2.85; 4, $3.25.
Claw—1 Plumb, $1.75; 2, $1.85; 3, $2.00.
Shingling—1 Plumb, $1.90; 2, $2.00; 3, $2.10.
Half—1 Plumb, $1.85; 2, $1.95.
Barrel or Fruit Box—Sayre 400, $3.00; Sayre 401, $2.75.

HEADS—Mop—Cotton strands, 9 lbs., 40c each; 12 lbs., 55c; 15 lbs., 70c; 18 lbs., 80c. Linen thread, 12 lbs., 60c each; 15 lbs., 75c; 18 lbs., 90c; 20 lbs., $1.00.

HINGES AND BUTTS (Screws included)—

Hinges— No. 900 Lt. Strap Hinges.	Pair
3-inch	.20
4-inch	.25
5-inch	.25
6-inch	.30
No. 935 Cor. Strap Hinges—	Pair
4-inch	.25
5-inch	.35
6-inch	.45
8-inch	.60
10-inch	.85
12-inch	1.35

No. 904 Lt. Tee Hinges—	Pair
3-inch	.20
4-inch	.25
5-inch	.25
6-inch	.30
No. 937 Cor. Tee Hinges—	Pair
4-inch	.40
5-inch	.50
6-inch	.60
8-inch	.85
10-inch	1.25
12-inch	1.65

HINGES—FLOOR—	Set
Bommr. D 15	1.50
R. EA. 315	1.60
SHA. E. 265	1.75
Chgo. R. EA. KF. 200	3.50
SHA. E. 200	4.00
R. EA. KF. 230	4.25
SHA. E. 230	4.50
Corbin. D. R. EA. 512.	1.75
SHA. E. 512	1.85
Katz. R. EA. KF.2	1.35
SHA. E. 2	1.50
R. EA. KF. 3	3.25
SHA. E. 3	4.00
R. EA. KF. 3½	3.75
SHA. E. 3½	4.00
Rixon, 7	10.75
8	11.25
10	12.00
15	14.50
20	25.00
25	32.00
30	38.00
40	62.00
Standard. R. EA. 450	6.75
SHA. E. 450	7.25
R. EA. 452	10.50

BUTTS—

Butts—No. 838.	Pr.	Ds. Pr.
¾-inch	.10	.70
1-inch	.10	.80
1¼-inch	.10	.85
1½-inch	.10	.95
1¾-inch	.10	.95
2-inch	.15	1.05
2¼-inch	.15	1.30
2½-inch	.20	1.45
2¾-inch	.20	1.65
3-inch	.20	1.95
3½-inch	.25	2.25
5½x5½-inch		1.25
No. 840		
1½-inch	.15	1.35
1¾-inch	.15	1.60
2-inch	.15	1.65
2¼-inch	.20	1.75
2½-inch	.20	1.90
2¾-inch	.20	2.00
3-inch	.25	2.25
No. 733		
2½x2½-inch		.40
3x3-inch		.45
3½x3½-inch		.50
4x4-inch		.55
4½x4½-inch		.80
5x5-inch		1.00
5½x5½-inch		1.35
6x6-inch		1.50
No. 731½		
2½x2½-inch		.35
3x3-inch		.40
3½x3½-inch		.45
4x4-inch		.50

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RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

4½x4½-inch	.70
5x5-inch	.90
No. 241 F&D2	
2½x2½-inch	.40
3x3-inch	.45
3½x3½-inch	.50
4x4-inch	.55
4½x4½-inch	.85
5x5-inch	1.00
5½x5½-inch	1.40
6x6-inch	1.70
No. 241 SF2	
2½x2½-inch	.50
3x3-inch	.50
3½x3½-inch	.55
4x4-inch	.60
4½x4½-inch	.90
5x5-inch	1.05
5½x5½-inch	1.60
No. 160 F&D2	
2½-inch	.45
3-inch	.50
3½-inch	.60
4-inch	.70
4½-inch	.90
241 H&N	
2½x2½-inch	.55
3x3-inch	.60
3½x3½-inch	.55
4x4-inch	.70
4½x4½-inch	.95
5x5-inch	1.45
5½x5½-inch	1.65
6x6-inch	1.95
160 N	
2½-inch	.55
3-inch	.65
3½-inch	.70
4-inch	.80
4½-inch	1.00
160 SF2	
2½-inch	.45
3-inch	.50
3½-inch	.55
4-inch	.70
165 F&D2	
1½-inch	.35
2-inch	.45
2½-inch	.50
3-inch	.65
3½-inch	.75
4-inch	.90
4½-inch	1.05
165 N&SF2	
1½-inch	.45
2-inch	.50
2½-inch	.50
3-inch	.60
3½-inch	.65
4-inch	.70

295 F&D2	Pr.	Dz. Pr.
1½-inch	.25	2.60
2-inch	.30	3.00
2-½ inch	.35	3.30
3-inch	.40	3.90
295N	**Pr.**	**Dz. Pr.**
1½-inch	.35	3.60
2-inch	.40	4.00
2½-inch	.45	4.10
3-inch	.50	4.95
289 F&D2	**Pr.**	**Dz. Pr.**
2x2-in	.30	3.15
2½x2-in	.35	3.30
2½x2½-in	.40	3.85
3x3-in	.50	4.85
289N		
2x2-in	.45	4.50
2½x2-in	.50	4.75
2½x2½-in	.50	4.85
3x3-in	.60	6.00
295 SF2		
1½-inch	.30	3.15
2-inch	.35	3.35
2½-inch	.40	3.75
3-inch	.45	4.35
295H		
1½-inch	.30	3.15
2-inch	.35	3.35
2½-inch	.40	3.75
3-inch	.45	4.35
289 SF2		
2x2-in	.30	3.10
2½x2-in	.35	3.25
2½x2½-in	.40	3.35
3x3-inch	.45	4.85
289 H	**Pr.**	**Dz. Pr.**
2x2-in	.35	3.35
2½x2-in	.40	3.45
2½x2½-in	.40	3.60
3x3-in	.45	4.75

HODS—Coal—

Open Japanned—		Open Galvanized—	
15	.60	15	.90
16	.70	16	1.00
17	.80	17	1.15
18	.95	18	1.25
20	1.10	20	1.60

HOLLOW WARE (Cast Iron)—Dutch Ovens, 10-inch, $3.75; 11-inch, $4.25; 12-inch, $5.00; 13-inch, $6.00.

Griddles—Regular, 8¼-inch, $1.05 each; 9¼-inch, $1.15; 10¼-inch $1.35; 11½-inch, $1.75. Bailed, 11¼-inch, $1.75 each; 11¾-inch, $1.95; 13¾-inch, $2.50.

Skillets—Regular, 5-inch, 90c each; 8-inch, $1.15; 10-inch, $1.85; 11¾x2¼-inch, $1.95; 12-inch, $2.35; 13-inch, $2.75.

Waffle Irons—Size pan 6¾ inch, $2.25 each; 7¾, $2.50; 8¾, $2.75. Deep round frame, 6¾, $2.65; 7¾, $3.00; 8¾, $3.50. Deep square frame, 6¾x6¾, $3.00. Twin, 11x12, $4.75; Hotel, 19x12, $9.75.

HOLLOW WARE, STEEL—

Fry Pans, 6 inch, 15c each; 8, 30c; 9, 40c; 10, 45c; 11, 50c; 12, 60c.

Griddles—Handled top, 9 inch, $1.00; 10, $1.15; 11, $1.30. Bailed top, 11 inch, 50c; 12, 60c; 13 70c.

Skillets or Spiders—One piece, 8-inch diameter, $1.00; 9, $1.15; 10, $1.35. Seamless, 8, 35c; 9, 40c; 10, 45c.

HOOKS AND EYES—(Price per dozen)—

No.	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.10	.20
13 or 113	.10	.15	.10	.15
14 or 114	.10	.10	.10	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.85
No. 1040, brass	.75	.90	1.10	1.50	1.75	2.00	3.50

Ceiling—	Ea.
2½-inch cast iron	.35
2¾-inch cast iron	1.15
2¾-in., other finishes	1.25
Cast, coppered	.35
Wire, coppered	.25
Wire, Japanned	.25
Wire, tinned	.30
Wire, nickel plated	.40
Wire, brass plated	.40
Coat and Hat—	Ea.
Double, cast, heavy	.50
Single, cast	.35
Medium, cast	.75
Heavy, cast	.95
Cast, nickel plated	1.00
Cast, copper finish	.80
Cast, brass finish	.85
Cast bronze, all fin	4.50
Porcelain, solid	1.75
Wire, Japanned	.20
Wire, tinned	.25
Wire, nickel plated	.35
Clothes Line—	Ea.
Malleable iron, Jap	.10
Malleable iron, Galv	.15
Grass—	Ea.
14-in., 16-in., 18-in	.05
Bronzed	.65
12-in. enameled, green	.60
12-in, enameled, black	.75
Finest quality steel	.90
Forged tool steel	.50
Hammock—	Ea.
To screw	.10
With plate	.15
Hay Fork—	Ea.
⅝-inch pl. wr'ght steel	.25
¾-inch pl. wr'ght steel	.35
¼-inch galvanized	.10
⅜-inch galvanized	.15
7-16-inch galvanized	.20
½-inch galvanized	.25

HOSE COUPLINGS—Com. Size ½, each 30c; ¾, 80c; 1, 45c.

IRON—Bars, Small Lotes. (Cutting Extra)

Common Bar	.06 lb.	Base
Angle Iron, ⅛-inch	.10	
Angle Iron, 3-16-inch	.08	
Angle Iron, ¼-inch and heavier	.07¾	
Rd., sq. and sq. twisted—		
¼-inch and smaller	7.50	Base
5-16 inch	7.00	
⅜ to 2¾-inch	6.50	
3-inch and larger	7.50	
Flats, all sizes	6.50	

IRONS—

Plane, Stanley or Bailey—		2⅝-inch Single	.90
1⅝-inch—Block	.45	1¾-inch Double	1.05
1¾-inch Single	.65	2-inch Double	1.30
2-inch Single	.70	2⅛-inch Double	1.30
2⅛-inch Single	.75	2¾-inch Double	1.35
2¾-inch Single	.85	2⅝-inch Double	1.45

IRONS—Sad. Common, 16c lb.

Mrs. Potts—No. 50, $3.15 set; No. 55, polished iron, $3.00 set; No. 550, 12 lbs., $2.70 set.

Sensible Laundry—No. 25, $3.00 set; Asbestos Laundry, No. 70, $3.00 set; G. Pressing, 15c lb.; T Tailors' Goose, 15c lb.; N Gasoline, $5.25 each.

JACKS—Bell Bottom, add 20% to list.

Wagon—Lanes—0L, each $1.75; 1L, $2.50; 2L, $3.50; 3L, $6.75.

KNIVES AND FORKS—Iron handled, $1.75.

KNIVES—Hay—Lightning, $2.00; Iwan Sickle, $2.50; Iwan Serrated, $2.50; Heath's Upright, $2.25. Corn—Corn King. 50c; No. 12 Hooks, 65c.

LACING—Belt—

Rawhide, Cut	
Size ¼, per ft	.04
Size 5-16, per ft	.05
Size ⅜, per ft	.06
Size ½, per ft	.08
Size ⅝, per ft	.10
Size ¾, per ft	.12
Wire	
0 and 1, coil	.65
2, coil	.65
3, coil	.80
O M, 1 M, 2 M, 3 M, spl	.80

Hooks	Doz.
10	.05
9	.05
8	.05
7	.10
6	.10

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LANTERNS—Boys'—No. 539, 45c each; 1590, Cadet, 25c. Dash—No. 321, Prisco, $2.00 each; 331, Prisco, $2.25. Cold Blast Tubular—No. 320, Prisco (Little Wizard), $1.35 each; 400, Prisco (Nustyle), $1.65, 477, Prisco, $1.50 Hot Blast Tubular—No. 165, Prisco, $1.00 each; 165R, Prisco (Ruby), $1.50; 176, Prisco (Bulseye), $1.50; 217, Prisco, $1.00.

LANTERNS—Dietz Tubular.

Hot Blast Lanterns	
Little Star Tin Lanters	.90
Hy-Lo Tin Lanterns	.90
Victor Tin Lanterns	.95
Monarch Tin Lanterns	.95
O. K. Tin Lanterns	.100
No. 2 Royal Tin Lants.	1.10
Cold Blast Lanterns	
Junior Tin Lanterns	1.00
Junior Brass Lanterns	1.75
Junior Brass Nickel-plated Lanterns	2.00
No. 2 Crescent Tin Lanterns	1.25
No. 2 Blizzard Tin Lanterns	1.45
Same, Brass Fount and Top	2.00
No. 2 Large Fount Blizzard Lanterns	1.65
Little Wizard Tin Lanterns	1.10
No. 2 Wizard Tin Lanterns	1.45
Same, Brass Fount and Top	2.00
No. 2 Large Fount Wizard Lanterns	1.65
Same, Brass Fount and Top	2.10
Dash and Wagon Lanterns	
Buckeye Dash Lant'ns	1.25
Junior Wagon Lant'ns	1.75
Roadster Wagon Lanterns	1.75
Driving Lanterns	
Eureka Driving, plain lens	2.00
Same, with optical lens	2.35
Octo Driving, pl'n lens	4.00
Same, optical lens	4.75
Union Driving, plain lens	4.50
Same, with optical lens	5.00

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RETAIL SELLING PRICES—Continued.

Mill Lanterns
Watchman's Mill Lanterns, enamel. fin... 2.25
Underwriter's Mill Lanterns 2.50
No. 2 Blizzard Mill Lanterns 3.50
Fire Dept. Lanterns
King Fire Dept. Tin enamel finish 4.75
Same, Nickel-plated on Tin 5.25
Same, all Brass..... 6.00
Same, Nickel-plated on Brass 6.50
No. 2 Wizard Fire Dept. Brass Founts with enamel finish 5.00
Same, all Brass..... 6.50
Same, Brass, Nickel-plated 7.00
Wall Lanterns
No. 15 Wall Lanterns 2.50
No. 25 Wall Lanterns 2.75
No. 30 Beacon Wall Lanterns 2.75
No. 60 Beacon Wall Lanterns 8.75
Street and Hanging Lanterns
Pioneer Street Lanterns, Tin 7.25
Same, Brass Founts.. 9.25
Same, all Brass.....12.00
Pioneer Hanging Lanterns, tin..... 7.75
Same, Brass Founts..10.75
Platform Lanterns
Imperial Platform Lanterns 12.50
No. 1 Climax Platform Lanterns 5.00
No. 2 Climax Platform Lanterns 5.25
Nos. 1 and 2 Climax Nested 10.50
Unclassified Lanterns
Police Flash Lanterns 1.50
Traffic Signal Lant'ns 4.00
No. 12 Display Stand and Assortment ...22.00

LEAD—Bar, 25c lb.; Calking (100 lbs.), 15c lb; Pig (100 lbs.), 15c lb.; Sheet (full), 22c lb.; Wool, 25c lb.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.
Cotton, Twisted—No. 140, 50c each; 150, 55c.
Wire, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20 gauge, 45c; 100 foot, 20 gauge, 55c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 65c; 100 foot, 18 gauge, 75c.
Wire, Solid—100 foot, 9 gauge, 85c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ⅜-inch and larger, 45c.

MATTS, DOOR — Cocoa Fibre, Fine, 14x24, $1.50; 16x27, 2.00; 18x30, $2.50.
Cocoa Fibre, Medium—16x27, $3.00; 18x30, $3.75; 20x33, $4.50; 22x36, $5.50.
Flexible Galvanized Steel—16x24, $1.50; 18x30, $2.00; 22x36, $3.00; 26x48, $4.75.
Steel Matting in Rolls—Per sq. ft., 55c.

MATTOCKS—	Each.
Short Cutter, Standard, 5½ lbs	1.75
Long Cutter, Standard, 6 lbs	2.00
Pick, Standard, 6 lb	2.00
Handled, D E 3	1.50
Handled, C E 3½	2.00
Handled S Q 3½	1.75

MAULS—Post—10-lb., $1.50 each; 13-lb. $1.75; 16-lb., $2.25; 18-lb., $2.50; 20-lb., $2.75.
Ship or Top—30c lb.
Wood Choppers'—Adze or Round Eye, 25c lb.

MILLS—Cider —
Junior .....35.00 Senior 55.00
Medium .....40.00 Force Feed 25.00

MOPS—Handled—

Brown Daisy		O-Cedar		Cotton	
6	.85	4	1.00	120	.80
8	1.15	8	1.50	140	.90
7BD	1.25	10B	1.25	180	1.00
9BD	1.50	11B	1.25	220	1.25

MOP STICKS—No. 2, 20c each; No. 7, 30c each; No. 13, 30c each; No. 70 or Janitor's, 75c each.

MOWERS—
Great American—
15-inch 18.50
17-inch 20.00
19-inch 22.00
Common—
12-inch 8.50
14-inch 9.00
16-inch 9.50
Pennsylvania—
14-inch 17.00
16-inch 19.00
17-inch 26.00
19-inch 29.00
21-inch 32.50

NAILS—Base per keg, $5.75; 50 to 99 lbs. (one kind) add 75c per 100 lbs. to keg price.
Small Lots: (Bright Fine, Blued Fine, Common, Casing, Finishing, Bright Box).

		1 to 9 lbs.	10 to 49 lbs.
2d and 3d		.09	.08
4d to 60d		.08	.07
Special.	Keg.	1 to 9 lbs.	10 to 49 lbs.
Plaster Board	9.00	.12	.11
Cement C Box	....	.10	.09
Galvanized Felt	...	.17	.16
Galvanized Boat	...	.18	.17
Roof (barbed)	....	.10	.09
Galvanized, 2 and 3	....	.14	.13
Galvanized, 4 to 20	....	.13	.12

Galvanizing: Add for 1-inch and smaller, $3.25 per 100 lbs.; for larger, $2.75 per 100 lbs.; for casing nails, $3.00 per 100 lbs.

Fine Blue 2&3	.10	Galv. Felt	.20
Fine Bright, 2&3	.10	Galv. Bolt	.15
Common 2&3d	.10	Clout—	
Common 4&5d	.09	Bulk, lb.	.30
Common 6&7d	.08	½ lb. Papers, each	.20
Common 8 to 60d	.08	Cigar Box—	
Casing 2&3d	.09	Bulk, lb.	.30
Casing 4&5d	.09	1 lb. Papers, ea.	.35
Casing 6 to 20d	.09	½ lb.	.20
Finishing 2&3d	.12	¼ lb.	.15
Finishing 4&5d	.10	Horseshoe—	
Finishing 6 to 20d	.09	Capewell No. 5, lb.	.35
Smooth Box 4 to 6d	.09	6-11	.30
Smooth Box 8 to 20d	.09	Northwestern No. 5,..	.35
Barb Box 4 to 5d	.09	6-11	.30
Barb Box 6d	.09	Union No. 5	.30
Barb Box 8 to 20d	.09	6-11	.25
Barb Roof, ¾ to ⅞	.15	Trunk—	
Barb Roof 1 to 1½	.15	Bulk, per lb.	.30
Plaster Board	.15	1-lb. Papers, ea.	.40
C. C. Box	.15	½-lb.	.25
Cut Casing 6d and 8d.	.11	¼ lb.	.15

NETTING, POULTRY—Hexagon, Galvanized After Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.15; 18 in., $3.10; 24 in., $3.95; 30 in., $4.70; 36 in., $5.35; 48 in., $7.15; 60 in., $8.90; 72 in., $10.70.
Sell Cut (lin. ft.)—12 in., 2c;; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in., 7½c; 60 in., 9c; 72 in., 10½c.
1½-inch, 20-gauge—List Roll—12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.15; 18 in., $4.55; 24 in., $5.80; 30 in., $6.90; 36 in., $7.90; 48 in., $10.50; 60 in., $18.15; 72-in., $15.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10c; 60 in., 12c; 72 in., 15c.
1-inch, 20-gauge—List Roll—12 in., $4.95; 18 in., $7.13; 24 in., $9.08; 30 in., $10.88; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $4.95; 18 in., $7.10; 24 in., $9.10; 30 in., $10.85; 36 in., $12.40; 48 in., $16.50; 60 in., $20.65; 72 in., $24.75.
Sell Cut (lin. ft.)—12 in., 4c; 18 in., 6c; 24 in., 8c; 30 in, 9½c; 36 in., 11c; 48 in., 14c; 60 in., 17c; 72 in., 20c.
⅝-inch, 20-gauge—List Roll—12 in., $8.55; 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $8.55; 18 in., $12.30; 24 in., $15.70; 30 in., $18.70; 36 in., 21.40; 48 in., $28.50; 60 in., 35.65; 72 in., $42.75.
Sell Cut (lin. ft.)—12 in., 8c; 18 in., 12c; 24 in., 15c; 30 in., 18c; 36 in., 20c; 48 in., 25c; 60 in., 30c; 72 in., 35c.

NIPPERS—Nettleton—8-in., $1.60 each; 10-in., $1.85; 12-in., $2.00; 14-in., $2.45.

NIPPERS, CUTTING—
Kraeuter's—
5-inch 1.25
6-inch 1.50
7-inch 1.75
8-inch 2.00
Nettleton's—
6-inch 1.45
8-inch 1.60
10-inch 1.85
12-inch 2.00
12-inch 2.00
14-inch 2.45
Utica—
Compound, 5½-inch.. 2.25
Compound, 7½-inch.. 2.75
Compound, 9-inch.... 3.25
Common, 5-inch..... 1.25
Common, 6-inch..... 1.50
Jeweler's, 3½-inch... 1.65
Jeweler's 4½-inch... 1.75

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 60c lb.; 5-16, 50c; ⅜, 40c; 7-16, 35c; ½, 30c; 9-16, 30c; ⅝, 25c; ¾, 25c; ⅞, 20c; 1, 20c.
Hot Pressed U. S. S. Square, Tapped—Size ¼, 30c lb.; 5-16, 25c; ⅜, 20c; 7-16, 20c; ½, 15c; ⅝, 15c; ¾. 15c; ⅞. 15c; 1, 15c.
Wing, Tapped, U. S. S.—Size 3-16, 20c doz.; ¼, 25c; 5-16, 30c; ⅜, 35c; 7-16, 45c; ½, 60c; ⅝, $1.20.

OAKUM—Plumbers, 20c lb.; Navy, 35c lb.; Best Unspun, 40c lb.

OAR LOCKS—2-in., per pair, 45c; 2¼-in., per pair, 75c; 2½-in., per pair, 85c.

OILERS—
Copperized Steel—
13 ..... .35
14 ..... .40
14B ..... .45
15A ..... .50
16 ..... .55
Cannon Pump—Brass—
11 ..... 2.50
12 ..... 2.75
13 ..... 3.25
Cannon Pump—Tin—
1 ..... 1.50
2 ..... 1.75
2½ 2.00
3 ..... 2.25
Felloe—
3 ..... 1.75
4 ..... 1.85
5 ..... 2.00
6 ..... 2.15
Zinc, Chace's—
00 ..... .10
0 ..... .10
1 ..... .15
2 ..... .20
3 ..... .25
4 ..... .30
5 ..... .35
6 ..... .40

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RETAIL SELLING PRICES—Continued.

OPENERS (CAN)—

No.	Each.
4	.10
16	.15
100	.80
140	.15
340	.30

OVENS, PORTABLE—Boss—

No.	Each.
012	5.25
055	5.75
0200	5.25
450	5.50
Perfection—	
121 G	5.75
Pinney & Boyle—	
13	3.00
17	3.50
550	5.50
700	5.50
750	6.50
755	6.75
17 G	3.75
122 G	7.25
33	3.25
37	3.75
37 G	3.85

PACKING—Sheet Rubber—Standard, 30c lb.; Rainbow, 90c; Italian Hemp, Common, 45c; Square Flax, braided, 75c; Piston Spiral Steam, High Pressure, $2.25; Steam or Water, Low Pressure, $1.25.

PADS—Sweat—No. 63 N12, Red Edge, $1.00; No. 146 A 12, Blue and White striped, $1.75.

PADLOCKS—Corbin

No.	Each
958	.25
2802¼	.35
2822¼	.50
2869	1.00
2879	1.75
2880	2.00
2881	2.50
2883	3.75
Miller—	
1	1.65
016	.25
18	.30
18 B	.35
19	.40
21	.50
75	.50
76	.75
78	.85
96	.50
96 C	.65
121	.50
5441	.85
Slaymaker—	
1902	.65
1903	.55
9902	.70
9902 N C	.65
21090	.80
Yale—	
223	.70
225	.95
453 J	.85
453 X	.85
563	1.45
565	1.80
585	1.60
635	1.45
645 J	.55
803	1.75
805	1.80
805½	2.00
813	1.95
815	1.95
823	2.10
833	2.45
843	2.75
853	3.00
8454	2.35

PAINT SUNDRIES—

Alcohol—(Denatured)—

	Gal.
1 gallon	1.15
5 gallon	1.00

Alum—

Pwd, less than 100 lbs, lb.	.17

Benzine—

New cans, cased, gal	.48
Old cans, uncsd, gal.	30

Coal Tar—

5-Gal. Gal.	.50
1-Gal Gal.	.65

Creosote—

Gal.	.85

Distillate—

Light, gal.	.30

Glue—

	Lb.
No. 2 Gelatine	.50
Chicago White	.50

Kalsomine, White—

Bbls, 280 lbs.	.08
Kegs, 100 lbs.	.09
4 25-lb. pkgs. bulk	.09¼
25 lbs., bulk	.09½
Less 25 lbs.	.10
100 lbs., 5-lb. pkgs	.09½
Less 100 lbs, pkgs.	.10

Lamp Black—Bear Brand—

1-8, lb. pkg.	.40
½-8	.25
¼-8	.15

Linseed Oil, Boiled—

5's Gal.	2.55
1's Gal.	2.70
½'s ½-Gal	1.45
¼'s Qt.	.75
⅛'s Pt.	.40

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.70

Paint, Dry Colors—

Umber	.11
Chrome Green, Med	.20
Graphite	.06
Princess Metallic	.06
Sienna	.11
Venetian Red	.04½
Yellow Ochre	.04

Painters' Petroleum—

1-Gal. Gal.	.30

Paints, Ready Mixed—1st grade, white—

Gals. Gal.	4.40
½-gals. ½-Gal.	2.30
Quarts Qt.	1.25
Pints Pt.	.70
½-pints ½-Pt.	.40
1st Grade, Colors—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20
Pints Pt.	.65
½-pints ½-Pt.	.35
2d Grade, White or Colors—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Inside Floor—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Porch—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20

Plaster Paris—

Less sack, lb.	.2½

Putty, Bladder—

Less than 100 lbs.	.07

Putty, Bulk—

	Lb.
1-lb. Cans	.11
2-lb. Cans	.10
3-lb. Cans	.09½
5-lb. Cans	.09
10-lb. Cans	.08½
25-lb. Cans	.08
85-lb. Cans	.06

Rosin—

Lb.	.14

Tints, Kalsomine—

	Lb.
Barrels, 280 lbs.	.08½
Kegs, 100 lbs.	.09
100-lb. bulk	.04½
25-lb. bulk	.09½
Less 25 lbs.	.10
100 lbs. 5-lb. pkgs.	.09½
Less 100 lbs. 5-lb. pkgs.	.10

Turpentine—

5's Gal.	2.10
1's Gal.	2.25
½'s ½-Gal.	1.25
¼'s Qt.	.70
⅛'s Pt.	.40

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	.15	No. 4, each	.45
No. 0, each	.25	No. 5, each	.50
No. 1, each	.30	No. 6, each	.55
No. 2, each	.35	No. 7, each	.65
No. 3, each	.40		

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 13c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb. 25c; Asbestos Millboard, 30c per lb.

BUILDING—	P & B	Imitation P & B
No. 1—500	3.00	2.25
No. 1—1000	5.50	4.50
No. 2—500	4.50	3.25
No. 2—1000	8.50	7.00
No. 3—500	6.00	5.50
No. 3—1000	11.00	10.00

Red Resin—17-lb., $1.20; 20-lb., $1.35; 25-lb., $1.65; 30-lb., $3.00.

Black Glazed—No. 1, 500 sq. ft. roll $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll $3.25; 1000 sq. ft. roll, $6.00.

FELT—Asphalt saturated, per lb. 4c; Deadening, per lb., 6c.

INSULATING—No. 8, per roll, $1.75; No. 10, per roll, $2.35.

ROOFING—(Per square)—	1-Ply.	2-Ply.	3-Ply.
Aztec Smooth	2.50	3.25	4.00
Aztec Sanded	2.35	2.85	3.50
Cortez Sanded	2.00	2.50	3.10
Cronolite	2.60	2.35	4.00
Asbestos	4.00	4.25	4.50
Malthoid	3.25	4.00	5.00
Rubberoid	3.25	4.00	5.00
Pioneer—Flaxine	2.75	3.25	4.30
Pioneer—Sanded	2.35	2.35	3.50
Security Sanded	1.85	2.15	2.60
Standard	2.50	3.25	3.75

SAND AND EMERY—(Per quire of sheets)—

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.65	.70	.80
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

SHEATHING—Red or gray—20-lb., 95c per roll; 25-lb., $1.15; 30-lb., $1.35.

PEAVIES—

	Socket. Maple.	Socket. Hickory.		Socket. Maple.	Socket. Hickory.
2¼x4	3.15	3.85	2¾x4½	3.85	4.15
2¼x4½	3.25	3.85	2¾x5	4.00	4.25
2½x4½	3.50	4.00	2¾x5½	4.25	4.75
2½x5	3.60	4.00	3 x5	4.25	5.00
2½x5½	3.75	4.25			

PERCOLATORS, COFFEE—Universal—

No.	Each.	No.	Each.
44	4.50	1204	3.75
46	5.00	1206	4.00
48	5.50	1208	4.25
52	4.75	1210	5.00
54	5.00	1304	4.25
56	5.50	1306	4.50
58	6.00	1308	4.75
64	5.50	1310	5.00
66	6.00	1404	4.75
69	6.75	1406	5.00
614	7.25	1408	5.25
74	6.00	1410	5.50
76	6.50	1504	4.25
79	7.25	1506	4.50
714	7.75	1508	4.75
464	6.50	1510	5.25
466	6.50	1704	4.25
469	7.25	1706	4.50
474	6.50	1708	4.75
476	7.00	1710	5.25
479	7.75		

Percolator Tops, 10c each.

PICKS—Drifting, 3-lb. $1.35 each; 4, $1.50; 4½, $1.65; 5, $1.75; 5½, $1.85; 6, $2.00.
Railroad—5-lb., $1.50 each; 6, $1.65; 6½, $1.65; 7-8, $1.75.
Contractors—8-9 lbs., $2.25.

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RETAIL SELLING PRICES—Continued.

PINS—Clothes—C—Common, 8c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

PIPE—

Size	Standard Black Cut Length Pr. Ft.	Standard Black Full Length Pr. 100	Galvanized Cut Length Pr. Ft.	Galvanized Full Length Pr. 100	Cutting and Threading Cuts Each	Threads Each
⅛-inch	.05½	4.90	.08	7.50	.03½	.072
¼-inch	.05¾	5.35	.09	8.05	.03½	.072
⅜-inch	.05¾	5.35	.09	8.05	.03½	.072
½-inch	.08	7.20	.11	9.50	.03½	.072
¾-inch	.10	9.10	.14	11.95	.03½	.072
1 -inch	.14½	13.50	.19	17.65	.03½	.072
1¼-inch	.20	18.15	.26	23.90	.04¾	.09½
1½-inch	.24	21.80	.31	28.50	.06	.12
2 -inch	.31¾	29.30	.415	38.35	.08½	.16¾

PIPE—Gas and Water (black)—⅛ inch, 6c foot; ¼ inch, 7c; ⅜ inch, 7c; ½ inch, 9c; ¾ inch, 11c; 1 inch, 16c; 1¼ inch, 22c; 1½ inch, 27c; 2 inch, 35c.
Galvanized—⅛ inch, 8c foot; ¼ inch, 9c; ⅜ inch, 9c; ½ inch, 11c; ¾ inch, 14c; 1 inch, 20c; 1¼ inch, 27c; 1½ inch, 35c; 2 inch, 45c.

PIPE, STOVE—Nested, full joints—Size, 3-inch, 25c joint; 4-inch, 30c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c; 8-inch, Japan, 35c; 4-inch, 40c; 5-inch 45c. 8-inch Galvanized, 40c; 4-inch, 45c; 5-inch 50c; 6-inch, 55c.
Half Joints—Size, 5-inch, 15c joint; 6-inch, 20c.
Taper Joints—Size, 6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c joint.

PIPE FITTINGS—Price, each.

	¼ Blk.	¼ Gal.	⅜ Blk.	⅜ Gal.	½ Blk.	½ Gal.	¾ Blk.	¾ Gal.
Bushings	.07	.15	.07	.15	.07	.15	.10	.15
Caps	.08	.10	.08	.10	.10	.15	.15	.20
Couplings	.06	.15	.10	.15	.15	.20	.20	.35
Couplings, R and L	.10	.15	.15	.25	.20	.30	.25	.40
Crosses	.15	.20	.15	.25	.30	.40	.40	.60
Elbows, 90 degrees	.10	.12	.12	.18	.15	.20	.15	.20
Elbows, 45 degrees	.05	.10	.08	.15	.15	.20	.20	.30
Elbows, street	.10	.12	.15	.15	.20	.25	.28	.45
Floor Flanges	...	...	...	...	.40	...	.45	...
Lock Nuts	.10	.15	.10	.15	.15	.20	.15	.20
Plugs	.10	...	.10	...	.10	...	.10	...
Reducers	.15	.15	.15	.15	.15	.20	.20	.30
Close Return Bends	...	...	.30	...	.35	...	.40	...
Med. Return Bends	...	...	.30	...	.40	...	.45	...
Open Return Bends	...	...	.30	...	.40	...	.50	...
Tees	.15	.15	.20	.25	.20	.30	.20	.30
Unions	.25	.40	.30	.40	.30	.45	.40	.55

	1 Blk.	1 Gal.	1¼ Blk.	1¼ Gal.	1½ Blk.	1½ Gal.	2 Blk.	2 Gal.
Bushings	.10	.20	.15	.25	.20	.30	.25	.50
Caps	.20	.30	.30	.50	.35	.55	.55	.90
Couplings	.20	.40	.35	.50	.45	.75	.70	1.15
Couplings, R and L	.30	.45	.40	.70	.55	.95	.95	1.50
Crosses	.60	1.00	.70	1.10	.85	1.35	1.40	2.25
Elbows, 90 degrees	.25	.40	.35	.60	.45	.75	.75	1.30
Elbows, 45 degrees	.35	.45	.60	.75	.70	.90	1.00	1.40
Elbows, street	.30	.50	.45	.70	.50	.85	1.00	1.65
Floor Flanges	.50	...	.65	...	.85	...	1.05	...
Lock Nuts	.25	.30	.30	.45	.35	.50	.40	.70
Plugs	.15	...	.20	...	.25	...	.30	...
Reducers	.30	.45	.30	.55	.40	.65	.70	1.10
Close Return Bends	.75	...	.95	...	1.15	...	1.70	...
Med. Return Bends	.80	...	1.05	...	1.30	...	1.90	...
Open Return Bends	.90	...	1.15	...	1.90	...	2.55	...
Tees	.30	.45	.45	.75	.60	1.00	1.00	1.75
Unions	.45	.70	.65	.90	.80	1.25	1.00	1.60

NIPPLES—Right Hand—

Up to:	⅜	½	¾	1	1¼	1½	2
2-inch black	.05	.10	.10	.10	.15	.20	.20
2-inch galvanized	.10	.10	.15	.15	.20	.25	.30
4-inch black	.10	.10	.15	.15	.20	.25	.35
4-inch galvanized	.15	.15	.20	.25	.30	.40	.50
5-inch black	.10	.15	.20	.15	.20	.30	.40
5-inch galvanized	.20	.20	.25	.30	.35	.50	.60
6-inch black	.15	.15	.20	.20	.20	.30	.40
6-inch galvanized	.25	.20	.25	.35	.35	.50	.60

PIPE FITTINGS (STOVE)—Caps, No. C 15, 50c each; C 16, 60c each.
Collars, No. 013, 014, 12½c; 25, 25½, 26, 10c ea.; 27, 15c ea. Cylinders, No. 54 (1508), 85c each; 64 (1608), $1.05 each; 65 (1612), $1.15 each; 75, $1.25 each.
Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 30c each.
Elbows—No. 3 Corg., 20c each; 4, 25c; 5, 25c; 6, 30c; 7, 35c; 3 Adj. 4 Pc. 30c; 4, 35c; 5, 35c; 6, 40c; 8-inch Adj. Galvd., 30c; 4-inch, 35c; 5-inch, 40c; 6-inch, 45c; No. 3 Corg. Jap., 30c; 4, 35c
Fine Stops, Nos. 1 and 86, 15c each; 3, 15c each; 30, 15c each; 40, 20c each.
Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts', .25 cal., $16.50 each; .25 cal. nickeled, $18.50; .32 cal., $20.35; .38 cal. pocket, $20.70; .38 cal. military, $25.00; .45 cal., $25.30. Smith-Wesson, .35 cal., $31.50; Savage, .32 cal., $20.35; H. & R., .25 cal., $15.40; .32 cal., $19.25.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

PLANES—Wood Smooth, $1.25 each; Wood Jack, $1.50.
Block-Bailey—No. 9½, $2.40 each; 9¾, $2.80; 15, $2.50; 16, $2.60; 17, $2.90; 18, $2.80; 19, $3.00.
Block, Stanley—No. 60, $2.65 each; 60½, $2.40; 61, $2.40; 65, $3.15; 100, 60c; 101, 50c; 102, 85c; 103, $1.20; 110, 1.25; 120, $1.75; 130, $1.75; 181, $2.80; 203, $1.50; 220, $1.75.

Iron, Bailey—No. 2, $4.25 each; 3, $4.50; 4, $4.75; 5, $5.60; 5½, $6.35; 6, $7.25; 7, $8.25; 8, $10.00; 2C, $4.50; 3 C, $4.75; 4 C, $5.00; 4½ C, $5.50; 5C, $5.50; 5½ C, $6.50; 6 C, $7.50; 7 C, $8.50; 8 C, $10.75.

Iron, Stanley—No. 602, $4.50 each; 603, $5.25; 604, $5.75; 604½, $6.65; 605, $6.65; 605½, $7.25; 606, $8.50; 607, $9.75; 608, $11.50; 602 C, $5.25; 603 C, $5.75; 604 C, $6.25; 604½ C, $7.25; 605 C, $7.25; 605½ C, $7.75; 606 C, $9.00; 607 C, $10.50; 608 C, $12.25.

All Wood—Plain, No. 3W, $1.10; 15W, $1.25; 21W, $2.35; 27W, $2.50; 029W, $2.65. Razee, No. 5W, $2.25; 17W, $1.50; 23W, $2.65; 29W, $3.00.
Wood Bottom, Bailey—No. 22, $3.25 each; 23, $3.25; 24, $3.25; 26, $3.65; 27, $4.00; 28, $4.65; 29, $4.65; 30, $5.00; 31, $5.50; 32, $5.00; 35, $4.00; 36, 4.50.
Rabbet—No. 10, $7.00 each; 10½, $5.85; 75, 90c; 90, $4.25; 92, $4.25; 993, $5.25; 190, $3.25; 191, $3.00; 192, $3.00.

PLATES—GAS, HOT—
Griswold—No. 601, $3.50 each; 602, $6.00; 603, $9.75; 702, $8.00; 702N, $9.75; 703, $11.75; 703N, $13.75; 722, $9.50; 722N, $10.75; 723, $12.75; 723N, $14.75 1001, $1.60; 1002, $3.75; 1003, $6.00.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4½-inch, $1.75; 5½, $2.25; 7½, $2.75. No. 201 or 312, 5-inch, $2.25; 6, $2.35; 7, $2.75; 8, $3.00; 9, $3.50.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.25; 9-inch, $2.75; 12-inch, $3.25; 18-inch, $4.00; 24-inch, $4.50; No. 37, 18-inch, $5.25; 24-inch, $6.00; No. 37G, 9-inch, $3.75; 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.00; No. 38½, 80c; 39½, $1.00; 84 V, 6 -inch, $1.75; 8-inch, $2.50.
Wood, Stanley or Disston—No. 00, $1.50 each; 0, $1.75; 2, $2.25; 3, $2.75; 13, $4.00; 25, $4.50; 30, $3.50; 35, $3.25; 45½, $4.75; 90, $4.50; 93, $5.50; 95, $8.50; 98, $4.50; 101, $3.00; 102, 75c; 104, $1.10; 6012, $2.25; 6018, $3.00; 6024, $3.50; 6512, $2.25; 6518, $2.85; 6524, $3.25.
Pocket, Stanley—No. 31, 2½-inch, 50c each; 3-inch, 55c; 3½-inch, 75c; 4-inch, 85c; 40, 20c; 41, 25c; 44, 50c; 600, $1.50.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 10c; 2½-inch, 10c; 3-inch, 15c; 3½-inch, 15c; 6L, 55c; 6P, 40c; 7L, $1.00; 7P, $1.00.

POKERS, STOVE—
No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

For 30 and 31	$ .75	8-inch	.95
For 35	.50	10-inch	1.10
Nos. 11 and 15, 2-in.	.55	No. 75	3.25
3-inch	.60	No. 60	1.00
4-inch	.65	No. 80	.85
5-inch	75	No. 81	.95
6-inch	.85		

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00.
Calol, ½ pt. 30c each; 1 pint, 40c; 1 quart, 60c; ½ gallon, $1.00; 1 gallon, $1.75; 5 gallons, $7.00.
Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, $1.00. O-Cedar, 4 ounce, 25c each; 12 ounce, 50c; quart, $1.00; ½ gallon, $1.75; gallon, $3.00.
Johnson's Prepared Wax, 5 ounce, 35c each; 1 pound, 75c; 2 pounds, $1.40; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.
SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.
Stove—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, $1.40; 01, Black Eagle, 40c; 95 Black Eagle, $1.40; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 15c; 1, Rising Sun, 15c.

POTS—Fire.

Gasoline, C. & L.			
1	$19.00	8 Quart	1.25
5	17.00	10 Quart	1.50
21	14.50	12 Quart	1.75
71	19.00	16 Quart	2.00
72	17.00	Tin—	
221	22.50	4 Quart	.60
Watering Galvanized		6 Quart	.75
4 Quart	1.85	8 Quart	1.00
6 Quart	1.10	10 Quart	1.15

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RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $2.00 each; Rex. Jr., $1.75; Red Devil, $2.75; Morrill's, $2.75; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ½ inch, 10c each; ⅝, 10c; ¾, 10c; 1, 15c; 1¼, 25c; 1½, 40c. No. 370, ⅝ inch, 25c each; 1, 40c each.
Brass side, No. 1150, ½ inch, 20c each; ⅝, 20c each. No. 1170, ½ inch, 25c each; ⅝, 30c each.
Brass Upright, No. 500, 25c each.
Clothes Line, No. 610, 2 15c each; 2½ 20c; 660, 15c; 670, 15c; 1610, 2 15c; 2½, 25c; 1660, 20c; 1670, 25c; 6350 G, 35c; 6500, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, 85c; 1651, $2.25.

PULLEYS—Frame—No. 4 Ottumwa, per doz., 85c; No. 5, 90c; No. 9, 90c; No. 105, 85c; No. 109, 85c.

PUMPS—P. S.—1, $3.50; 2, $4.00; 3, $4.50; 4, $5.00.

Putty—Per lb., 10c.

RAIL (HOUSE DOOR)—Prouty
No. 5 ..... foot, $ .16

Richards-Wilcox

9 ..... foot, $ .12		16,019 ..... foot, $ .45	
132, 0132 ..... .55		150 ..... .10	

RASPS—Flat Wood, 8-inch, 60c each; 10, 80c; 12, $1.05; 14, $1.45; 16, $1.85. Half Round Wood, 8, 65c; 10, 85c; 12, $1.15; 14, $1.50; 16, $2. Half Round Cab., 8, 80c; 10, $1.05; 12, $1.40; 14, $1.80. Horse, Hellers Plain, 12, 65c; 14, 80c; 16, $1.05. Horse, Hellers Flanged, 14, $1.05; 16, $1.50.

RAZORS (SAFETY)—

No.		Eveready No.	
700, each	$1.00	706 B, Blades, Pkg....	.40
2, each	3.00		
Gem			
800, each	1.00	800 B, Blades, Pkg....	.50
Enders			
900, each	1.00	900 B, Blades, Pkg....	.25
Durham Domino			
1000, each.....	1.00	1000 B, Blades, Pkg..	.50
Gillette			
00, each	7.50	480, each	5.00
460, each	5.00	500, each	5.00
460 B, each.....	5.00	500 B, each	6.00
470, each	5.00	501, each	5.00
501 B, each.....	6.00	6 X B Blades, pkg.	.50
12 X B Blades, pkg	1.00		
Auto Strop			
1, set	5.00	2541, set	5.00
15, set	6.00	600 B Blades, pkg.	1.00
25, set	6.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose: No. 1 Wire, $1.25 each; No. 60, Wood, $1.75.

REGISTERS—

Jap 6x 8	1.70	White 6x 8	2.05
Jap 8x10	1.80	White 8x10	2.20
Jap 10x12	2.65	White 10x12	3.20
Jap 10x14	3.45	White 10x14	4.20
Jap 12x14	4.80	White 12x14	5.75

REGISTER FACES—

Jap 6x 8	1.10	White 6x 8	1.45
Jap 8x10	1.20	White 8x10	1.60
Jap 10x12	1.90	White 10x12	2.40
Jap 10x14	2.40	White 10x14	3.15
Jap 12x14	3.10	White 12x14	4.00

REVOLVERS—

Colts, Model	Each.		Each.
Police Positive $23.10		304 B	14.30
Police Positive Special	24.20	328 B	13.75
Police Positive Target	25.30	324	13.75
Army Special	25.30	324 B	14.30
New Service	27.50	348, 358	14.30
Single Action	24.20	348 B, 358 B.....	14.85
Harrington & Richardson		344, 354	14.85
208, 228 .....$8.80		344 B, 354 B.....	15.40
208 B, 228 B.....	9.35	364 B	15.40
204, 224	9.35	365 B	15.70
204 B, 224 B.....	9.90		
268, 278	9.90	Smith & Wesson—	
268 B, 278 B.....	10.45		
264, 274	10.45	1905 Military, Police..$4.50	
264 B, 274 B.....	11.00	Regulation Police	32.50
Iver Johnson		1903 Hand Ejector...	30.50
300, 303, 323	13.20	38 S. & W. Perfected	30.50
300 B, 303 B.....	13.75	1908 Military	35.00
304	13.75	1911 Target	35.00
		New Departure 38....	30.50

RIFLES—No. and Model—

Daisy Air—	Each	Marlin—	
25 .....$4.00		20 TD—Octagon Brl..18.50	
40	4.00	27 TD—Round Brl...	21.80
3	2.75	TD—Octagon Barrel.	24.55
30	2.50	29 TD—Round Brl..	15.60
11	1.50	1897 TD—Round Brl.	22.75
12	1.35	TD—Octagon Barrel.	24.80
King Air—		Remington—	
4	2.35	4 TD—Octagon Brl..	11.75
5	2.65	6 TD—Round Brl....	8.10
21	1.35	8 A TD Round Brl...	48.15
22	1.50	12 TD—Round Brl....	19.40
TD—Octagon Brl.....	21.50	1890 TD—Oct. Fancy	53.75
14 A TD—Standard..	34.90	TD—Oct. Plain.	27.75
TD—Carbine	34.80	1893 SF—Round Brl.	31.50
16 A TD—Standard..	34.80	SF—Oct. Brl...	33.50
Savage—		SF—Carbine ..	28.50
1899 TD—Feath'wt..	44.00	TD—Oct. Brl..	45.75
1899 SF	38.50	1894 SF—Round Brl.	34.00
1904 TD Single Shote	8.00	SF—Oct. Brl..	36.50
1914 TD Hammerless	25.50	SF—Carbine ..	31.50
Stevens—		TD—Oct. Brl..	48.75
Little Scout	5.50	1895 SF	47.00
Crack Shot	7.25	1895—Govt. Model..	50.50
Marksman	9.00	1895 TD	59.25
Favorite	10.50	1902 TD—.22	8.25
70 TD—.22	16.50	1908 TD—Plain	39.50
Winchester—		TD—Fancy	69.00
1886 SF—Round Brl.	44.50	1904—TD—.22	10.00
TD—Round Brl	56.75	1906 TD	24.25
		1907 TD	52.00

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98 10c box.
Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths	.45	.75	7—Asst.....	.45	.80
8 "	.45	.80	8 "	.45	.80
9 "	.45	.80	9 "	.50	.85
10 "	.45	.85	10 "	.50	.90
12 "	.50	.90	12 "	.50	.95

Copper Iron, with Burrs—08 Asst., 25c ½-lb. box; 010, 30c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 27c lb.; 4, 5, 25c; 6, 7, 8, 23c; 10, 23c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—8-16, 90c lb.; ¼ to 5-16, 90c lb.; ⅜ to ¾, 90c; ⅞ to 1, $1.00.
Manila—Base, 35c. lb.
Sisal—Base, 30c lb.

RULES—Boxwood—Lufkin Stanley—No. 171 (36), 50c each: No. 372 (36½), 80c; 378 (3), $1.25; 386 (32), 85c; 388 (32½), $1.15; 465 (69), 20c; 488 (57), 65c; 651 (68), 25c; 702 (18), 45c; 751 (61), 35c; 752 (70), 45c; 762 B (7), $1.25; 771 (84), 75c; 780 (62½), 90c; 781 (62), 90c; 861 A (53½), 90c; 871 (52), 65c; 881 (54), $1.00; 981 (66½), 70c; 3851 Y (66), 65c; 3861 (66¼), 75c; 3881 (66¾), $1.65.

Rules Steel—B 85, Blacksmith's, $1.00 each; 1085, Blacksmith, 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, $1.50; 4143, 4643, $2.25; 4144, 4644, $3.00.

RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 65c; 8516 (06), 75c; 8518 (08), $1.00; 8528 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (103), 45c; 8615 (105) 70; 8616 (106), 85c; 8624 (854 F), 60c; 8626 (856 F), 85c.

SAWS—One Man—Cross-cut—

	Simonds	Disston	Chinook		Chinook
3 ft.....	....	4.00	5½ ft.....	7.20	....
3½ ft.....	4.20	4.50	6 ft.....	8.10	12.00
4 ft.....	4.80	5.00	6½ ft.....	9.15	13.50
4½ ft.....	5.40	5.50	7 ft.....	10.20	15.00
5 ft.....	6.00	6.00	7½ ft.....	11.25	16.50
5½ ft.....	6.60	....			

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

No. 5 Simonds, or 12 Disston or 69 Atkins—		No. 10 Simonds, or 7 Disston—	
20 inch.....	3.25	18 inch.....	2.25
22 inch.....	3.50	20 inch.....	2.35
24 inch.....	4.00	22 inch.....	2.50
26 inch.....	4.25	24 inch.....	2.65
28 inch.....	4.50	26 inch.....	2.75
30 inch	5.00	28 inch.....	3.25
No. 8 Simonds, or D8 Disston, or 51 Atkins—		No. 4 Simonds, or 120 Disston—	
18 inch.....	2.65	26 inch.....	4.75
20 inch.....	2.75	28 inch.....	5.00
22 inch.....	3.00	No. 112 Disston—	
24 inch.....	3.15	26 inch.....	4.15
26 inch	3.25	28 inch.....	4.50
28 inch	3.75	D100 or D20 Disston—	
30 inch.....	4.00	26 inch.....	3.75
		28 inch.....	4.00

SAWS—Miscellaneous—

Back		Compass No. 2	
12-inch	2.50	12-inch	.75
14-inch	2.85	14-inch	.80
16-inch	3.25	16-inch	.85
22 inch	4.00	Kitchen No. 2	
24 inch	4.25	12-inch	.65
26-inch	4.75	14-inch	.70
28-inch	5.50	16-inch	.75
Butcher No. 10		Mitre	
16-inch	1.65	10-inch	.70
18-inch	1.75	24-inch	4.25
20-inch	1.85	26-inch	4.75
22-inch	2.00	28-inch	5.50

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RETAIL SELLING PRICES—Continued.

SAWS—MISCELLANEOUS—Continued—

Nest, Complete
No. 3 ..... 2.00

Pruning
No. 50 California, 12-in. 1.00

Buck—
Com Sgl Brace V tooth 1.35
Com Dbbl Brace Tuttle tooth 2.25
Com Dbl Brace V tooth 2.00
No. 150 Special 1.50

No. 50 California, 14-in. 1.15
No. 51 California, 12-in. 1.50
No. 51 California, 14-in. 1.65
Disston No. 9, 14-in. 2.25
Disston, No. 10, 14-in. 2.50

SAW CLAMPS—No. 3, $1.75; No. 0, $1.00; Perfection, $1.25; No. 1W, $1.75; No. 3 W, $2.25; No. 2W, $2.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N83, $2.25; No. 8, Disston, $4.50.

SAW SETS—

201 G. & P. 1.00	X Cut—
Spec. Morrill 1.10	Morrill No. 3 ..... 1.35
105 Morrill ..... .60	Baker No. 3 ..... 2.25
1 Morrill 1.00	Colonial 1.25
10 ..... 1.00	7 Taintor 1.10
77 ..... .60	28 Triumph 1.25
	Hammer ..... .85
	Lever ..... .25

SAW TOOLS—

Clipper Outfit ..... .75	Morin No. 2½ 2.75
Morin Raker Gauge—	Morin No. 3 ..... 1.00
No. 1 ..... 1.00	Setting Tool Disston—
No. 6 ..... 1.35	No. 100 ..... .65
No. 9 ..... 1.50	No. 4 Setting Blocks—
Atkins Raker Swage .. .40	No. 4 Blocks, Morin .. 1.00
5-M Tooth Gauge ..... .15	Swages No. 0 Disst ... 4.50
Jointers Pikes Perf ... .60	Swages, Whitings 1.00
Jointers No. 7 Sterns. .65	Atkins, Rex 1.00
Morin No. 2 ..... 2.25	Atkins, Excelsior ..... .75

SCALES—Family, No. 11021, $3.50 each; 1102, $3.00 each; Peddlers, No. 101, $4.50 each; 103, $4.75 each; 115, $5.00 each; 485E, $5.25 each.

Spring Balance, No. 50, 30c each; 51, 55c; 87, $5.50; 202, $6.00.

SCISSORS—Cast, No. 10, 50c each; No. 44, 7¼ inch, 50c; 8½ inch, 55c; No. 240, 4 inch, 25c; 4½ inch, 30c; No. 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; No. 320, 70c; No. 350, 65c.
Wiss, No. 4 B H, $1.35 each; 5 B H, $1.45; 54½, $1.05; 55, $1.10; 55½, $1.15; 56, $1.20; 56½, $1.30; 57, $1.40; 154½, $1.25; 155, $1.30; 155½, $1.35; 156, $1.40; 156½, $1.50; 157, $1.60; 364, $1.35; 364½, $1.40; 365, $1.45; 366, $1.60; 463, $1.20; 463½, $1.25; 464, $1.30; 573, $1.60; 573⅝, $1.80; 574¼, $2.00; 663, $1.60; 663½, $1.80; 664, $2.00; 763, $1.15; 763½, $1.20; 764, $1.25; 764½, $1.30; 765, $1.35; 765½, $1.40; 766, $1.55; 773, $1.25; 783¼, $1.30; 774, $1.35; 814, $1.35; 814½, $1.40; 815, $1.45; 815½, $1.50; 816, $1.60.

SCOOPS—Common Hollow Back—No. 2, $1.85 each; 3, $1.90; 4, $2.00; 5, $2.15; 6, $2.25; 7, $2.35; 8, $2.40; 9, $2.45; 10, $2.50; 12, $2.65. Potato, No. 1, $2.00.

SCREWS—Cap and Set—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.25	.30	.30	...
4	.25	.30	.35	.35	.40
6	.30	.35	.40	.45	.55
8	.50	.55	.60	.65	.80
10	.65	.75	.90	1.00	1.25
12	.90	1.00	1.10	1.25	1.50
14	1.10	1.30	1.50	1.65	2.00
16	1.75	1.95	2.10	2.30	2.65
18	2.25	2.45	2.70	2.95	3.45
20	2.75	3.00	3.30	3.60	4.20

Size.	1¼-in.	1½-in.	1¾-in.	2-in
4	.55	.65	.85	1.00
6	.75	.90	1.15	1.40
8	.95	1.15	1.40	1.60
10	1.40	1.60	1.85	2.10
12	1.70	1.95	2.25	2.55
14	2.25	2.50	2.80	3.10
16	2.95	3.30	3.75	4.20
18	3.75	4.15	4.65	5.15
20	4.80	5.40	6.00	6.60

Iron, Flat or Round Head—

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.15	.15	.15	.20	...
4	.15	.15	.15	.20	.25
6	.15	.20	.20	.20	.30
8	.20	.20	.25	.25	.35
10	.30	.30	.30	.35	.40
12	.35	.35	.40	.40	.45
14	.40	.45	.45	.50	.60
16	.50	.55	.60	.60	.65
18	.65	.70	.75	.80	.90
20	.85	.90	.95	1.00	1.10

Size	1¼-in.	1½-in.	1¾-in.	2-in.
4	.25	.30	.40	.45
6	.30	.35	.45	.55
8	.35	.40	.50	.60
10	.50	.60	.65	.75
12	.55	.65	.70	.80
14	.65	.75	.85	1.00
16	.80	.95	1.15	1.30
18	1.10	1.25	1.40	1.60
20	1.25	1.45	1.60	1.80

Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.30	.35	.40	.45	.60
⅞	.30	.35	.40	.45	.60
1	.35	.35	.40	.50	.60
1¼	.35	.40	.45	.55	.65
1½	.40	.40	.45	.60	.70
1¾	.40	.45	.50	.60	.75
2	.45	.50	.55	.65	.85
2¼	.50	.55	.55	.70	.90
2½	.55	.60	.60	.75	.95
3	.65	.70	.75	.85	1.05
3½	...	...	...	...	1.25
4	...	...	...	...	1.40

Lgth (ins)	⅝-in.	¾-in.	⅞-in.	1-in.
1	.95	1.30	1.90	....
1¼	.95	1.35	1.90	....
1½	1.00	1.40	1.90	....
1¾	1.10	1.50	2.00	2.30
2	1.15	1.60	2.15	2.55
2¼	1.25	1.70	2.30	2.75
2½	1.40	1.80	2.40	3.00
3	1.55	2.10	2.70	3.50
3½	1.75	2.40	3.00	3.95
4	2.00	2.75	3.40	4.35

S. A. E. Thread, Steel—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.35	.40	.45	.65	.70
⅞	.35	.45	.50	.65	.75
1	.40	.45	.50	.70	.75
1¼	.40	.50	.55	.75	.80
1½	.45	.50	.55	.80	.90
1¾	.45	.55	.60	.85	.95
2	.50	.60	.65	.95	1.05
2¼	.60	.65	.70	1.00	1.15
2½	.65	.75	.75	1.10	1.20
2¾	.75	.80	.85	1.15	1.30
3	.80	.85	.90	1.20	1.35
3½	.90	.95	1.10	1.40	1.55
4	1.00	1.10	1.25	1.60	1.75

Lgth (ins.)	9-16-in.	⅝-in.	¾-in.
¾	1.20	....	....
⅞	1.20	....	....
1	1.20	....	....
1¼	1.20	....	....
1½	1.30	1.50	2.50
1¾	1.40	1.60	2.50
2	1.50	1.75	2.65
2¼	1.60	1.85	2.85
2½	1.75	1.95	3.00
2¾	1.85	2.15	3.15
3	1.95	2.30	3.35
3½	2.20	2.60	3.80
4	2.55	3.00	4.25

Set Screws—

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
½	.15	.20	.20	.30	.30
⅝	.20	.20	.25	.30	.35
1	.20	.25	.25	.30	.35
1¼	.20	.25	.25	.35	.40
1½	.25	.25	.30	.40	.45
1¾	.25	.30	.35	.45	.55
2	.30	.35	.40	.50	.60
2¼	...	.40	.45	.55	.65
2½	...	.45	.50	.65	.75
3	...	...	...	...	.85

Lgth (ins)	⅝-in	¾-in.	⅞-in.	1-in.
1	.55	...	...	...
1¼	.65	1.05	1.50	...
1½	.70	1.15	1.60	2.10
1¾	.75	1.25	1.70	2.30
2	.85	1.30	1.85	2.50
2¼	.90	1.40	2.00	2.70
2½	1.00	1.50	2.15	2.90
3	1.15	1.70	2.45	3.25
3½	1.30	1.85	2.75	3.65
4	1.50	2.10	3.00	4.00

Woodscrews—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown. Brass, Flat or Round Head—

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RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0	.60	.60	.65	...	...	...	...
1	.60	.60	.65	...	...	...	...
2	.60	.65	.65	...	...	...	...
3	.65	.70	.70	.75	.85	1.05	1.15
4	.70	.75	.75	.80	.85	1.10	1.20
5	.75	.80	.85	.90	1.00	1.15	1.20
6	...	.85	.90	1.00	1.10	1.15	1.25
7	...	.95	1.00	1.10	1.25	1.35	1.50
8	...	1.05	1.15	1.30	1.40	1.55	1.70
9	...	...	...	1.50	1.60	1.75	1.95
10	...	...	...	1.70	1.85	2.05	2.20
11	...	...	...	1.85	2.10	3.35	2.55
12	...	...	...	...	2.35	2.60	2.85
13	...	...	...	...	...	...	3.20
14	...	...	...	...	...	...	3.55
15	...	...	...	...	...	...	3.90
16	...	...	...	...	...	...	4.65

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
6	1.65	...	...	...	...	...	...
7	1.70	2.25	2.80	3.65	...	...	...
8	2.00	2.30	2.90	3.70	...	...	...
9	2.25	2.55	2.95	3.75	...	6.60	...
10	2.45	3.00	3.30	3.80	4.95	6.65	...
11	2.90	3.25	3.75	4.30	5.10	6.70	9.70
12	3.25	3.75	4.25	4.80	5.55	6.75	9.80
13	3.75	4.15	4.70	5.30	6.25	6.90	9.90
14	4.10	4.65	5.15	5.90	6.85	7.50	10.00
15	4.60	5.35	6.05	6.85	7.50	8.30	10.25
16	5.05	5.85	6.65	7.50	8.35	...	...
17	...	6.40	...	8.20	9.10	...	...
18	...	7.60	...	9.75	10.75	...	...

Flat Head, Bright—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.25	.25	...	...	...	...	...
3	.25	.25	.25	.25	.25	.25	.25
4	.25	.25	.25	.25	.25	.25	.30
5	...	.25	.25	.25	.25	.30	.30
6	...	.25	.25	.25	.30	.30	.30
7	...	.25	.30	.30	.30	.30	.35
8	...	.30	.30	.30	.30	.35	.35
9	...	.30	.30	.35	.35	.35	.35
10	...	...	.35	.35	.35	.40	.40
11	...	...	.35	.40	.40	.40	.45
12	...	...	.40	.40	.40	.45	.45
13	...	...	...	.40	.45	.50	.55
14	...	...	...	.45	.50	.50	.55
15	...	...	...	...	.55	.60	.65
16	...	...	...	...	.60	.65	.85
17	...	...	...	...	...	...	.90
18	...	...	...	...	...	...	.95
20	...	...	...	...	...	...	1.15

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.30	.35	...	...	...	...	...
4	.30	.35	...	...	...	...	...
5	.35	.40	.45	.50	.50	.65	...
6	.35	.40	.45	.50	.55	.65	1.00
7	.40	.40	.50	.50	.55	.70	1.00
8	.40	.45	.50	.55	.60	.75	1.00
9	.40	.45	.50	.55	.60	.80	1.05
10	.45	.50	.55	.60	.65	.80	1.05
11	.45	.50	.55	.60	.70	.85	1.05
12	.50	.55	.60	.65	.75	.90	1.10
13	.55	.60	.65	.75	.80	.90	1.15
14	.65	.65	.75	.80	.90	.95	1.15
15	.75	.80	.85	.90	1.05	1.10	1.30
16	.85	.95	.95	1.05	1.15	1.25	1.40
17	.90	1.05	1.15	1.25	1.30	1.40	1.60
18	1.10	1.25	1.35	1.40	1.50	1.60	1.80
20	1.35	1.45	1.50	1.60	1.75	1.90	2.15

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo)—
¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—

	¼, 5-16-in. Doz.	100	⅜-in. Doz.	100	½-in. Doz.	100	⅝-in. Doz.	100	¾-in Doz.	100
1	.35	2.25	...	....	...	....	....	....	....	....
1¼	.35	2.25	...	....	...	....	....	....	....	....
1½	.35	2.25	.45	2.70	...	....	....	....	....	....
1¾	.40	2.45	.45	2.95	...	....	....	....	....	....
2	.40	2.45	.45	2.95	.65	4.10	....	....	....	....
2½	.45	2.65	.50	3.25	.70	4.50	1.05	6.50	....	....
3	.45	2.85	.55	3.50	.75	4.85	1.10	7.00	1.60	9.90
3½	.50	3.05	.60	3.75	.80	5.20	1.20	7.50	1.70	10.80
4	.50	3.25	.65	4.00	.85	5.55	1.30	8.00	1.80	11.30
4½	.55	3.45	.70	4.25	.95	5.90	1.35	8.50	1.90	12.00
5	.60	3.65	.70	4.50	1.00	6.25	1.45	9.00	2.00	12.70
5½	.60	3.85	.75	4.80	1.05	6.65	1.55	9.50	2.15	13.40
6	.65	4.05	.80	5.05	1.10	7.00	1.60	10.00	2.25	14.10
6½	...	....	.85	5.30	1.14	7.35	1.70	10.50	2.35	14.80
7	...	....	.90	5.55	1.25	7.70	1.75	11.00	2.50	15.50
7½	...	....	.95	5.80	1.30	8.10	1.85	11.50	2.60	16.20
8	...	....	1.00	6.10	1.35	8.45	1.90	12.00	2.70	16.90
9	...	....	...	....	1.45	9.15	2.10	13.00	2.90	18.30
10	...	....	...	....	1.60	9.90	2.25	14.00	3.15	19.70
12	...	....	...	....	1.80	11.30	2.55	16.00	3.60	22.50

SCREW DRIVERS—Machinists, No. 51, 50c each; 51½, 70c; 52, 80c; 52½, $1.00; 53, $1.10; 53½, $1.35; 54, $2.35; 210, $1.75; 215, $2.25; 218, $2.50.
Yankee Ratchet—No. 11, 2-inch, 65c each; 3, 80c; 4, 85c; 5, 95c; 6, $1.05; 8, $1.25; 10, $1.50. No. 12, $1.00; No. 15, 2-inch, 75c; 3, 80c; 4, 85c; 5, 90c. No. 30, $3.00; 31, $4.00; 35, $2.25; 60, $1.00; 180, $5.50.

SCREW DRIVERS—G. & P.—367—1¾, 35c; 3, 40c; 4, 45c.

SCYTHES—Bush—

No.	Each.
400	2.40
450	2.25

Weed—

300	2.40
350	2.25

Grass—

No.	Each.
200	2.35
250	2.25
100	2.35
150	2.25

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $6.25; Galv., 26, $9.50; 28, $8.50. Rockface Siding, $9.50.

SHEETS—STEEL—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 14c cut, 10c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 16c cut, 12c full sheet.

SHIELDS—Expansion—Sebco—

3-16, each	.06	1	.40
¼, each	.07	Lead—	
5-16	.08	⅛x⅝	.04
⅜	.09	3-16x⅝	.04
7-16	.11	3-16x1	.04
½	.15	⅛x⅝	.06
⅝	.17	⅛x1	.06
¾	.25	5-16x1	.06

SHINGLES—Tin, 5x7, $2.50; 7x10, $4.00.

SHOES—Horse—Light, extra light or snow. All sizes, 12c lb. Neverslip, Calked, B Patterns—set of 4—No. 0, $1.70; 1, $1.75; 2, $1.90; 3, $2.15; 4, $2.35; 5, 2.90; 6, $3.10; 7, $3.50.
Calks, Nos. 1 and 4, 5-16 and ⅜, $3.50 per 100; 7-16 and ½, $3.75; 9-16 and ⅝, $4.00. Mule, No. 00 and 0, 14c lb.; 1, 13c; 2 and larger, 18c. Steel Sleigh Shoes—Flat, 9c lb.; concave or convex, 12c; cast sleigh shoes, 7c.

SHOT—Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. bags), 20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, 20c lb.; B, BB, BBB, 20c lb.

SHOVELS—D Handle, Round Point, No. 102, $2.40 each; 201, $2.25; 401, $1.75; 1003, $2.15; 1004, $2.25; 1005, $2.50. D Handle, Square Point, No. 104, $1.75 each; 203, $2.25; 307, $2.75; 403, $1.75; 404 B, $1.75; 1009, $2.50; 1010, $2.25; 1111, $2.15; 1112, $2.25.
Long Handle, Round Point, No. 200, $2.25 each; 300, $2.25; 400, $1.75; 400 A, $2.10; 700, $2.25; 701, $2.50; 800, $2.50; 801, $2.50; 1000, $2.15; 1001, $2.25; 1002, $2.50. Long Handle, Square Point, No. 103, $2.10 each; 202, $2.25; 304, $2.50; 402, $1.75; 702, $2.50; 1006, $2.15; 1007, $2.25; 1008, $2.50.

SLEDS—Hand and Coaster—

Jr. Racer	4.25
Racer	5.00
Tux. Racer	7.50

Flexible Flyer—

No. 1	3.00
No. 2	3.50
No. 3	4.50
No. 4	5.50
No. 5	7.50
No. 6	15.00

Fire Fly—

No. 9	1.75
No. 10	2.25
No. 11	2.75
No. 12	3.25

SMOOTH-ON—65c lb.

SOLDER—½ and ½, 60c lb.; No. 1, 90-100, 55c; Wiping, 40-60, 50c; Wire, 50-50, 60c; Electrical Wire, 40-60, 50c.

SPORTING GOODS—

	Each
Official Baseballs	2.50
Second Grade Babeb'ls	2.00
Playground B. B., Out or Plain Seam—	
14-inch	2.75
12-inch	2.50
Baseball Bats, league	1.75
Baseball Masks, "	10.00
Chest Protectors	8.50
Official—	
Rugby Footballs	10.00
Soccer Footballs	12.00
Basketballs	15.00
Volley Balls	8.00
Handballs	.35
Boxing Gloves, 8-oz.	13.50
Striking Bags	9.00
Championship Tennis Balls	.55
Best Grade Rackets, Sutton	12.00
Cotton Gym Shirts	.75
White Running Pants	1.00
Bike Jockey Strap	.75
Rubber Soled Tennis Gym Shoes	1.95
Rubber Soled Tennis or Gym High	2.25
Basketball Shoes	5.00

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $7.00; Barnes 276, $8.80; Little Giant, 327½, $5.75; Acme Pressure 345, $8.50; Defiance, No. 324, $8.50.

STAPLES—Fence Wire—Polished, 8c lb.; galvanized, 9c. Poultry Wire—¾-inch, 15c lb.

STARRETTS TOOLS—Add to Catalogue—
Micrometers, 50%
Thickness Gauges, 50%
Gr. Flat Stock, 50%
Handy Equiv. Table, 50%
End Meas. Rods, 50%
Caliper Gauges, 50%
Micrometer Cases, 50%
Balance of Book (not itemized above) add to list 40%

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RETAIL SELLING PRICES—Continued.

STEEL—Mild—See Iron. Tool, 22c; Drill, Com., 20c.

STOCKS AND DIES—

Easy			
2B	17.75	1112	46.20
5B	21.00	1118	47.85
7B	31.00	**Armstrong**	
52	21.00	No. 1 Pipe	8.25
55	28.00	No. 2	11.00
57	43.50	No. 2½	12.75
Little Giant		No. 3, 1¼ to 2-in.	16.25
5	30.25	**Common**	
7	46.20	No. 0 Pipe	7.25
9	47.85	No. 1	9.75
65	37.95	No. 2	18.00
67	59.40	**Stocks Only—**	
Green River		No. 1 pipe, Common	8.25
1124	25.00	No. 2 pipe, Common	7.25
1104	30.25	No. 2, Armstrong	8.75
		No. 3, Armstrong	6.00

STONES, SHARPENING—Aloxite or Carborundum—No. 107, $1.50 each; 108, $1.75; 109, $1.25; 110, $1.50; 111, $1.00; 112, 75c; 115 to 117, $1.50; 118, to 120, $1.25; 121, to 123, $1.00; 124, to 126, 80c; 130 to 132, 60c; 133 to 135, $1.25; 136 to 138, 75c; 142 to 144, 60c; 145 to 147, 40c.
Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, $3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94, 60c.
Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOP AND WASTE—
Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—
½-inch, $1.25; ⅝-inch, $1.75.
No. 30 High Grade Can Pattern T or Lever Handle—
½-inch, $1.50; ⅝-inch, $2.00.
Glauber or Muellers—
½-inch, $1.75; ⅝-inch, $2.25.
Compression—
½-inch, $2.25; ⅝-inch, $2.50.

SUPPORTS—Wagon Tongue—

Lindquists		Haggard Spiral	
1	2.00	0	1.35
2	2.50	1	1.75
3	3.25	2	1.90
		3	2.15

SWEEPERS, CARPET—Bissell's—American Queen (N), $6.50 each; Club (N), $14.00; Grand Rapids (N), $6.75; Grand Rapids (J), $5.50; Parlor Queen (N), $7.50; Princess (N), $6.50; Superba (N), $8.00; Universal (N), $5.50; Universal (J), $4.75.

TACKS—Bill Posters', No. 545 Wire, or 555 Cut, 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.
Carpet—434 Cut, or 484 Wire ¼-lb. papers, 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Cut, or Wire ⅛-lb. papers, 3, 5c box; 4, 5c; 6, 5c; 8, 5c; 10, 5c; 12, 5c. 495 Wire in bulk, 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Gimp—824—2½, 15c box; 3, 10c; 4, 10c; 6, 10c; 8, 10c.
Upholsterers'—304 Cut, ¼-lb. papers, 1¼, 15c box; 2, 15c; 2¼, 10c; 3, 10c; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. 305 Cut, or 355 Wire in bulk, 3 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Double Pointed—Blued, ⅛-lb. papers, 9, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued, in bulk, 209, 30c lb.; 210, 30c; 211, 30c; 212, 30c.

TAPES—MEASURING—(Lufkin)—

Asses' Skin			
No.	Each.	505 L	6.50
710	.60	506 L	8.00
713	.85	**Pocket**	
715	1.15	143	.95
716	1.35	145	1.10
730	.70	165	.60
733	1.00	3143	.60
735	1.35	3175	.50
736	1.65	**Surveyors'**	
Linen		276 D	13.00
1030	1.10	5100	9.00
1033	1.65	**Steel**	
1035	2.25	100	5.25
1036	2.65	103	7.50
Metallic		105	10.25
500 L	3.50	106	12.25
503 L	5.00	200	5.25

Steel Tapes—Continued—

200 D	5.25	260	4.50
203	8.50	263	5.50
203 D	8.50	265	7.25
205	12.00	266	9.50
205 D	12.00	550	4.25
206	14.75	553	5.00
206 D	14.75	555	6.50
240	4.25	556	8.25
243	5.00	1240	4.25
245	6.75	1248	4.75
246	8.50	1260	4.50
1268	5.25	1265	7.00
1264	6.50	1266	8.75

Comparative Nos. K. & E. and Starrett same price as Lufkin.
Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

TAPE—Friction—¼ lb., 35c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	13.35	15.60	16x18	51.60	60.65
7x9	15.85	18.40	16x20	56.85	66.85
9x9	18.25	21.35	16x24	64.75	75.35
9½x12	21.50	25.10	16x30	78.35	91.25
12x14	28.85	33.65	A or Wedge—		
12x18	35.60	41.60	5x7	8.50	9.85
14x16	37.85	44.40	7x7	10.70	12.50
14x20	47.00	54.60	7x9	12.85	15.05

Flys Half Price of Tent.
Wagon Covers—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.15	10.25	12x16	12.00	14.65
10x16	9.35	11.75	12x18	13.25	16.50

Stockmen's Bed Sheets, Single Filling—

Size	8 oz.	10 oz.	12 oz.	Size	8 oz.	10 oz.	12 oz.
6x12	4.50	5.85	6.75	7x14	7.55	9.80	11.00
6x14	5.30	6.75	7.90	7x16	8.90	11.25	12.70

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.

TIN—
Bar and Pig, $1.35 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.
Painted 1 side, 1c foot extra, two sides 2c.
Flashing, IC, 1x1, $3.25 per 100 feet; ⅜x1, $3.25.
Shingles—5x7, $3.25 per 100 feet.
Valley—14-inch, 17c per foot, $15.00 per roll; 20-inch, 25c per foot, $22.00 per roll.

TORCHES—Clayton & Lambert—Alcohol, No. 28, $3.50 each. Gasoline, No. 14, $5.00 each; 37, $8.00; 38, $8.50; 31, $9.25; 32, $9.50; 48, $11.00; 61, $8.50; 62, $12.00; 113, $7.55; 114, $7.15.
Kerosene—No. 95, $9.50 each; 96, $11.50.

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood (1), $2.00; Edgewood (2), $2.00; Avis (1), $2.40; Avis (2), $2.25; Avis (3), $2.00; Perfect, $1.45.
Game—No. 0 Newhouse, 45c each; 1 Newhouse, 55c; 1½ Newhouse, 80c; 2 Newhouse, $1.15; 3 Newhouse, $1.60; 4 Newhouse, $1.75; 5 Newhouse, $12.00; 1 Oneida Jump, 35c; 1½ Oneida Jump, 45c; 2 Oneida Jump, 70c; 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 50c; 3 Victor, 70c; 4 Victor, 80c.
Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.
Mole—Reddick, $1.25 each; Out-O-Sight, $1.50.
Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 10c; Delusion, 25c; Holdem, 50c; Cage, 25c.
Rat—Sure Catch, 15c each; Security, 25c; Holdem, small, 75c; Holdem, large, $1.00.

TROLLEY—Richards—Per Set—

No.	3-ft.	3½-ft.	4-ft.	4½-ft.	5-ft.	5½-ft.
016	5.25	5.50	5.75	6.00	6.25	6.50
16	....	....	....	....	9.50	9.75
019	4.75	5.00	5.25	5.50	5.75	6.00
19	....	....	....	....	8.50	8.75
0132	5.25	5.60	6.00	6.40	6.75	7.25
132	....	....	....	....	9.50	9.75

No.	6-ft.	6½-ft.	7-ft.	8-ft.	10-ft.
016	6.75	....	....	....	....
16	10.00	10.25	10.50	11.50	12.50
019	6.25	....	....	....	....
19	9.00	9.25	9.50	10.50	11.00
0132	7.50	....	....	....	....
132	10.00	10.50	11.00	12.00	13.00

135—1, $3.00 each; 135—2, $4.50; 137—1, $2.50; 9—Midget, 60c; 90T—Midget Track, 12c.

TROUGH—

Eaves—			
4 inch	$ .13½	5 inch, per doz	$ .35
5 inch	.15	6 inch, per doz	.40
6 inch	.18	End Caps—	
Mitres—		4 inch	$ .15
4 inch	$ .45	5 inch	.20
5 inch	.50	6 inch	.25
6 inch	.60	End Pc. Comp.—	
Hangers—Wire—		4 inch	$ .25
4 inch, per doz	$ .30	5 inch	.30
		6 inch	.35

TROWELS (BRICK)—Farmers, No. 555 (Handy), 25c each. Standard, No. 55, 8 to 12 (177), $1.00 each.
Disston—No. 10, 10½, $1.65 each; 11, $1.75; 11½, $1.80; 12, $1.90; 13, $2.00; 14, $2.15.
Marshalltown—19W 10½, $1.50 each; 11, $1.50; 11½, $1.50. 17L 11, $1.75; 11½, $1.75.

TWINE—Sacking—J. K. B. (22 Karat), 65c lb.; 8-ply Excelsior (Hercules), $1.20; 4-ply Golden Gate (Cascade), $1.50; 3-ply Holley, $1.20; 5-ply Hudson (Perfection), $1.50.

TWINE—Cotton—Wrapping, $1.00 lb.; Budding, $1.00 lb.; Flax, No. 18 B B, 55c lb.; 24 B B, 55c; 18 B C, 65c; 24 B C, 65c; 36 B C, 65c; 30 Sacking, 65c; 40 Sacking, 65c; 38 Hemp—No. 4½, 45c lb.; 6, 45c; 07, 45c.

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BUSINESS OPPORTUNITIES

FOR SALE

Hardware store, whole or half interest. Fifteen years in present location, good live town. $1,100.00 stock, can be reduced if necessary.

Davey Bros., Anacortes, Wash.

WANTED

One Battery Oil Tank and one Bolt Case containing 135 to 150 closed bins. Give full description and price of each.

HAMP WILLIAMS HDWE. CO.,
Hot Springs, Arkansas.

POSITION WANTED

Paint man wants retail sales position, where I can have the opportunity to make good. I know the game from the ladder, counter, factory and road. Satisfactory references. R. F. McIntosh, Bremerton, Wash.

AN OPPORTUNITY

For a young, ambitious, enterprising hardware man who has some business experience, familiar with hardware and implement lines, to assist in editing publication. Prefer one familiar with association work. Address J. J. P., care HARDWARE WORLD.

WANTED

Hardware stores bought, sold and exchanged. What have you? Describe fully; correspondence confidential. Buyers get our guarantee. If you want a partner ask us. Herbert Company, 904J Webster Building, Chicago, Illinois.

WANTED

I want a hardware and implement stock on the Pacific Coast. Will trade a highly improved farm near Yoloa, North Dakota, 98 per cent tillable, 480 acres in wheat; price, $32,000; clear of debts; crops and all included. For particulars address, Dakota, care the HARDWARE WORLD.

WANTED

Young man with thorough knowledge of hardware and kitchen ware in a large retail store with high class trade and a good location. Must be live, energetic, neat appearing and courteous. Must furnish first-class references. State experience and salary expected. Address O. H. C., care HARDWARE WORLD.

FOR SALE

My stock of hardware. Invoice about $6,000. Will also sell or rent building, size 30x75, with wareroom 24x65. Reason for selling, am getting along in years and wish to retire. Stock and building are free from all incumbrance. I am offering this stock at a discount. Address W. E. Kornbaum, Hanover, Kansas.

FOR SALE

Old established hardware, plumbing, wall paper, paints, sash and door business in Seattle, Washington. Stock will invoice about $60,000. Building about $65,000. Business is successful, but the owner desires to retire from business. Address J. V. Holton Co., 220 Marion St., Seattle Washington.

JUST WHAT YOU NEED

Sheet Metal Card Holders, Transparent Celluoid Card Covers, Bin Markers and Stock Record Cards for small parts and fittings of all kinds. Plumbers Labels and Stop Valve Tags, Special Bin Labels for Ford Auto Parts, Price Cards. Send for samples. Our prices will surprise you. Hadden Specialty Co., Haddon Heights, New Jersey.

SITUATION WANTED

Hardware man, age 34, married, 15 years' experience retail and wholesale. Salesman, buyer and manager. Capable, experienced, reliable and the ability for results. At present employed as manager of retail department in wholesale house. Will make change for connection with good reliable hardware firm that has a permanent future. Address Box K. I., HARDWARE WORLD.

FOR SALE

General store — hardware, paints and groceries. Good business and property. Income from rent alone $110 month. Established 15 years, same owner. No competition in hardware or paints. Travel by door more than 600 autos and wagons per hour. Price $15,000. Half or more cash, balance 7 per cent. W. S. Halsey, 900-902 San Fernando Road, Los Angeles, Cal.

POSITION WANTED

Young man twenty-nine years of age with executive ability would like managerial or traveling position. Ten years' experience hardware, house furnishings, sporting goods and window trimming. At present holding responsible position with large retail concern. Highest grade references furnished. Excellent past record; can produce results. Address Box 1322, HARDWARE WORLD.

POSITION WANTED

A man with seven successful years' experience as manager and buyer of hardware and housefurnishings, in his present location, wants to make a change on account of family, and locate in some town or coast city in Southern California where he can make a permanent home. Address Box 293, Ray, Arizona.

WANTED

Experienced traveling salesman with thorough knowledge general hardware, ambitious and of good character, to handle highly developed territory in Rocky Mountain region. Do not reply unless fully qualified. In writing give full information, sales record, age, etc. Drawing account and percentage of profits to right man. Advertiser is a wholesale hardware company doing a large business. Address S. L. C., HARDWARE WORLD.

Can you write your hardware experience? Would you be interested in a position on an association or house organ? If so, we know something that might interest you. Give full particulars as to yourself, experience, how long and who with, what you believe your ability is, and the salary which you would want. Address J. J. P., care HARDWARE WORLD.

FOR SALE

Splendid opportunity in the retail hardware, grocery, gents' furnishing and shoe business. Approximate stock is as follows: Hardware, $15,000; Grocery, $3500; Gents' Furnishings, $6500. Located in a town of 1200 population, with 3500 tributary. Competitors are one small hardware store and three grocery stores. Sales will run $75,000 annually. Will sell all or either departments. Other business occupying attention. Splendid arrangements can be made with reference to the building. Located 45 miles from San Francisco in one of the best agricultural sections of the country. Address F. T., care HARDWARE WORLD.

POSITION WANTED

As manager and buyer of hardware department or hardware and implement department combined, by man with 10 years' California experience. Now with one of the largest firms in that state. Reason for wanting to make a change: I do not like present location. Address, Manager and Buyer, care HARDWARE WORLD.

FOR SALE

Hardware and Furniture Stock in prosperous, well located city in Oregon; a clean, good paying business. Stock will invoice about $30,000. Anyone wanting a business of this kind will pay them well to investigate this proposition. Address L. O., care HARDWARE WORLD.

WANTED

Man who is experienced in the arrangement of hardware stores and the design of effective fixtures. Should have had retail selling experience in hardware lines. A real opportunity for a young man of good personality and real ability, who can do constructive work for hardware stores. Write full details, giving age, education, experience and salary desired to start. Address reply care of Box 125 HARDWARE WORLD.

FOR SALE OR EXCHANGE

We have for sale or exchange the following:

1 New Era Gas Engine, No. 1073, 15 H. P.
20-inch Crescent Jointer.
1 36-inch J. A. Fay & Egen Band Saw.
1 L. G. McKnight 24-inch Sander.
1 Pony Planer, 24-inch.
1 Boring Machine.

Machines complete with counter shafts. This machinery has been in use about six months. The cost today would be from $1500 to $1600. We will sell it for $850 or exchange it for hardware, automobile or truck.

Address Steubenville Hardware & Supply Co., Steubenville, Ohio.

SALESMEN WANTED

To sell a line of quality specialties, including Sash Chain, Sheet Metal Screws (cheaper and better than stove bolts), Expansion Bolts and Sheet Metal Hand Punches, on commission.

Liberal treatment, good commissions and protection on all accounts created. Salesmen making over $200 monthly on this "side line."

If calling on building supply, hardware and sheet metal concerns send full particulars regarding lines now handled, how often territory is covered and what part of time could be devoted to our line.

If we are not represented in your territory this is an opportunity that should not be overlooked—if you are a salesman.

PARKER SUPPLY CO., Inc.,
785 East 135th St., New York.
"We Ship Sudden"

DI-MEL-INE
PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 15-20 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.).....$42.00
Jobber's Assortment (12 Doz.).....$16.80
Open Stock, all colors, per gross.....$16.80
2% Freight allowance. F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MARTIN-SENOUR PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

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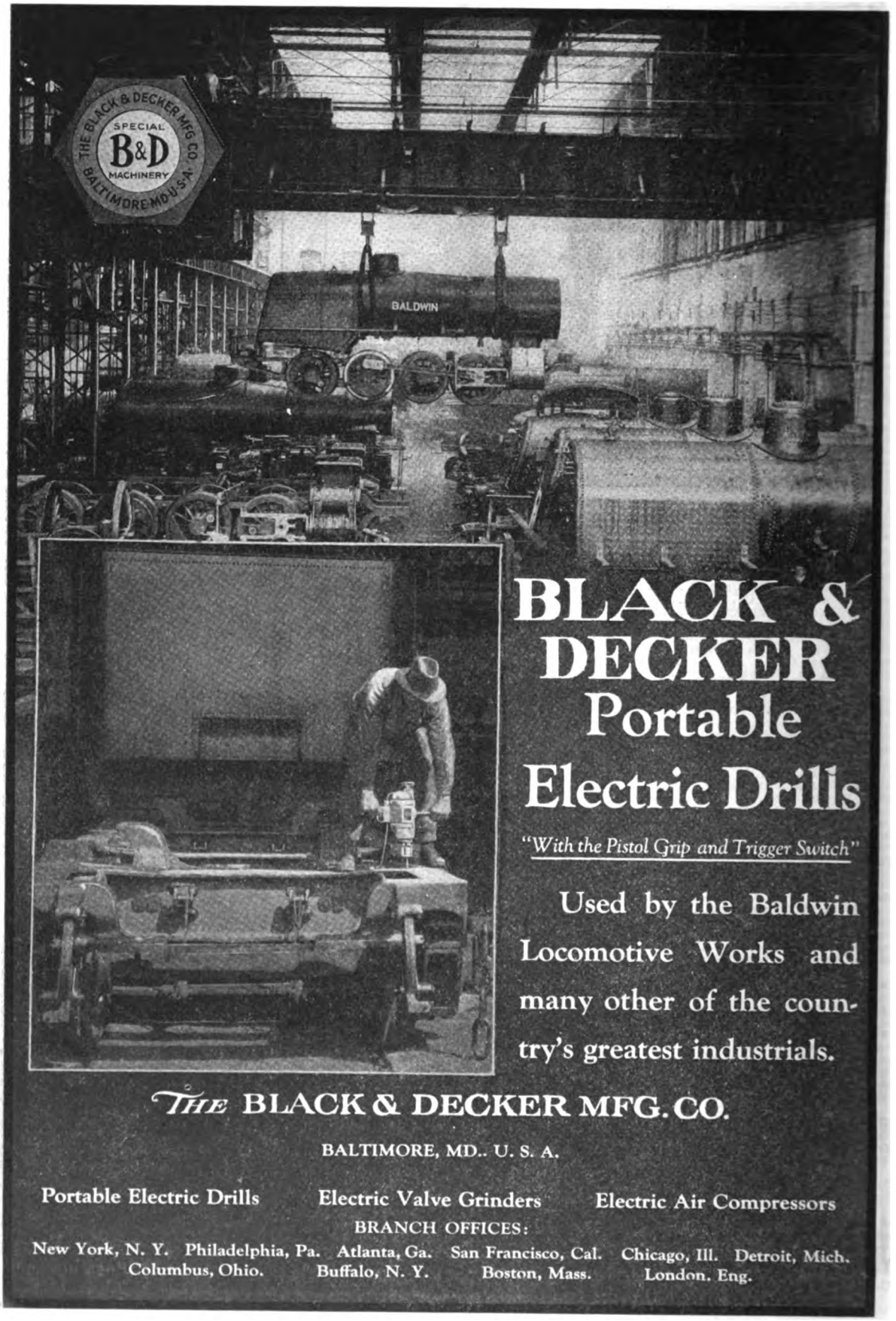
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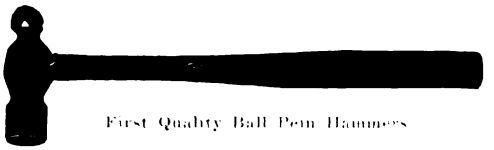
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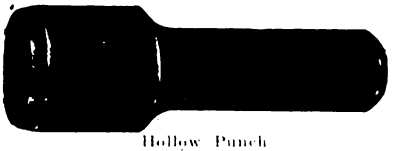
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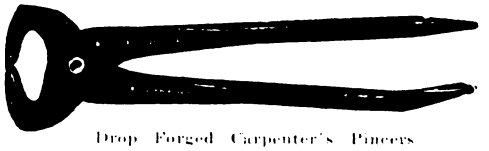
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Hollow Punch



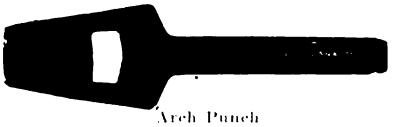
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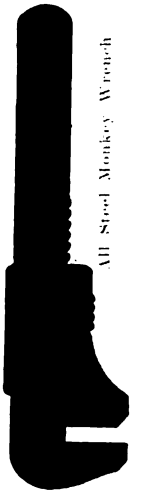
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Star Drill



Arch Punch



All Steel Monkey Wrench

Buffum
Good Luck
Tools
Warranted



Gas Pipe Pliers



"Special" Machinist's Auto Punch
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"Reliable" Sickle or Pin Punch



"Special" Knurled Sickle or Pin Punch
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"Reliable" Hand Punch



"Reliable" Prick Punch



"Special" Knurled Prick Punch, Blued



"Reliable" Octagon Center Punch



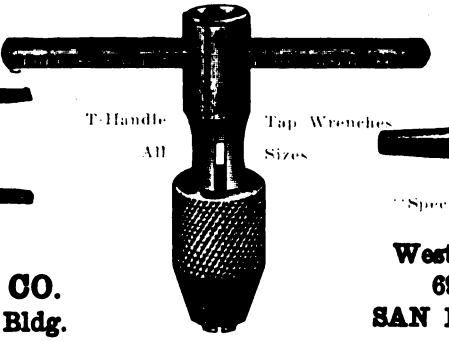
"Special" Knurled Center Punch, Blued



"Reliable" Octagon Nail Set



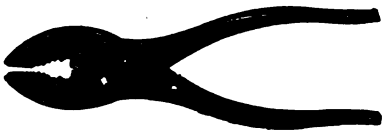
"Special" Knurled Nail Set, Blued



T-Handle Tap Wrenches
All Sizes



"Special" Knurled Belt Punch, Blued

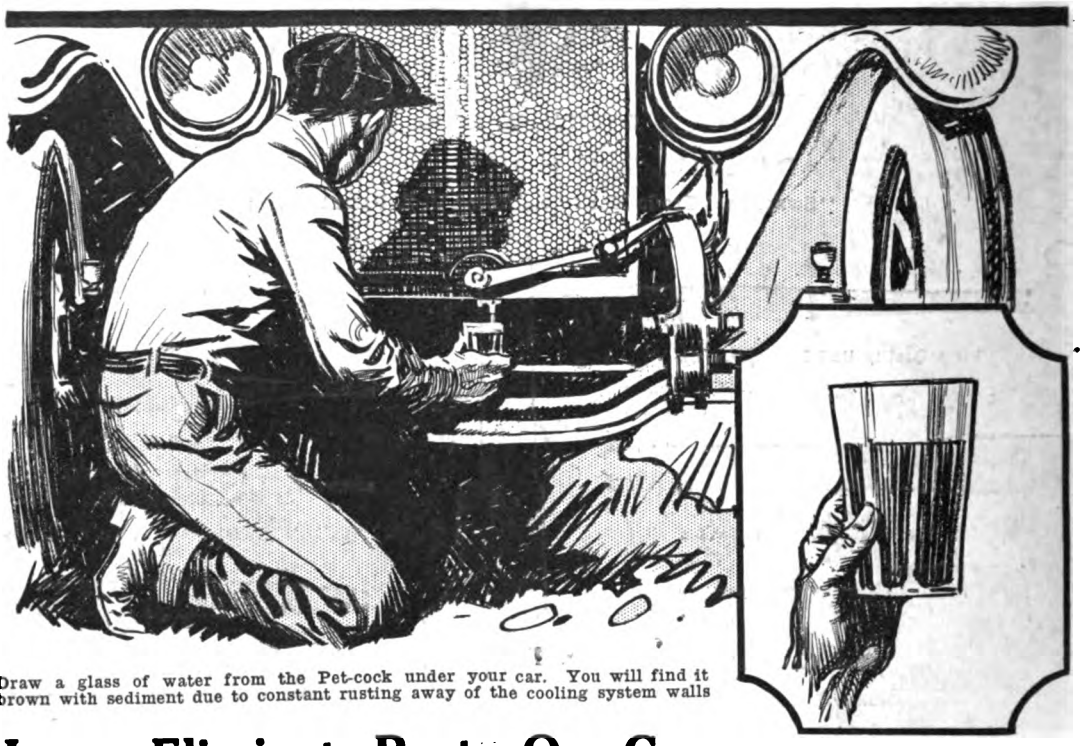


Combination Pliers
"Special" Quality Forged Steel

C. W. GAUSE CO.
Room 605 Williams Bldg.

Western Sales Agents
693 Mission St.
SAN FRANCISCO, CAL.

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Draw a glass of water from the Pet-cock under your car. You will find it brown with sediment due to constant rusting away of the cooling system walls

How to Eliminate Rust—One Cause of Cooling System Leaks

MANY a motorist does not realize how the cooling system of his car is rusted until a leak develops somewhere. Or perhaps he finds his engine **overheating** — due to Rust and Scale which choke the water passages.

There is **one** way—developed by chemical research—to avoid all difficulties with Rust and Scale and to prevent leaks. **Keep "X" Liquid in the water of the cooling system.**

"X" Liquid will not only dislodge Rust and Scale already present, but will **prevent** rusting and scaling in the future. Furthermore, if there is a leak in the radiator or elsewhere in the cooling system, "X" repairs it instantly and permanently.

Scientific tests—backed by the **practical experience** of 3,000,000 car owners—demonstrate that "X" Liquid seals all leaks in the cooling system wherever they occur. "X" not only repairs the leak permanently, but, kept in the water, is **constant insurance** against new leaks.

"X" Liquid Repairs All Leaks Permanently!

"X" Liquid is the only **practical** method of repairing leaks PERMANENTLY without danger to the cooling system. Poured into the radiator, it combines with the water, circulates freely, locates every leak or crack—whether in the radiator, pump, water jacket, connections, gaskets, etc. — and flows through.

In addition "X" **loosens** the rust and **dissolves** the scale now present—prevents further formation of **new** rust or scale. The result is a cooler, **better working engine** —plus a saving of oil and gas.

Not a Radiator Cement!

Don't confuse "X" Liquid with Radiator Cements, flaxseed meals and other "dopes" in solid or liquid forms. These merely choke the leak for a while, clog the water passages and injure the cooling system.

"X" Liquid is used by hundreds of thousands of car owners as the **only safe** means of permanently repairing radiator leaks. Used by the U. S. Government in several departments.

Get "X" Liquid from your dealer or we will ship direct on receipt of price and dealer's name.

"X" LABORATORIES

25 West 45th St. New York City

Pacific Coast Branch
433 Rialto Bldg., San Francisco, Cal.

"X" TRADE MARK **Liquid** **makes all water cooling systems LEAKPROOF RUSTPROOF SCALEPROOF**

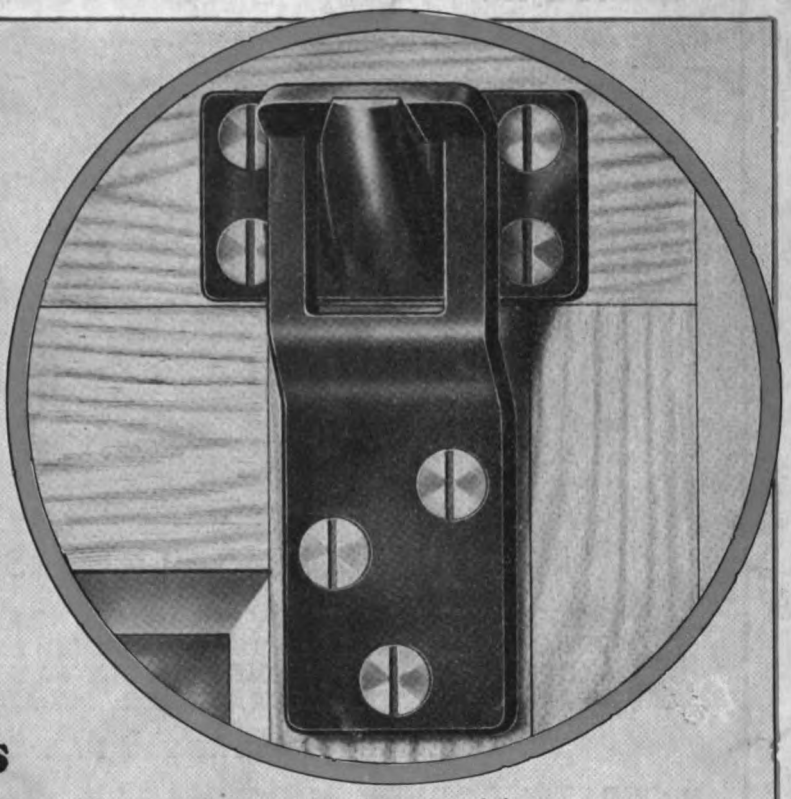
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Hardware World

PLUMBING AND HEATING

DECEMBER, 1919





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"Now is the time to sell

STANLEY

STORM SASH HARDWARE"

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Sapolin Gilding Powders and Liquids
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Ropeconomy

TALK No. 3

TARE—"Excess Baggage"

An excessive weight of bands and covers on rope is an added **tax** on your cordage cost—and it can be avoided.

On common rope, with rough, heavy "stops" and thick, dirty covers, the tare may amount to 3%, 4%, or even more. Four per cent, on rope costing 25 cents per pound means a full cent extra per pound in figuring net weight cost,—and the excess is practically always wasted.

The tare on Whitlock ALL-Manila is kept at a minimum—averaging 1½% or less. (Government Specifications—Bureau of Standards—allow 2%). Our tare is simply enough to bind and protect the rope; we use small, even bands and new, clean burlap.

Whitlock tare adds little to your net weight cost—only ⅜c per lb. on 25c. rope, and the material can be used for various purposes.

Cheap rope usually proves mighty expensive when the factors of tare, yardage, strength, and life are considered.

Whitlock ALL-Manila is lighter and will outpull and outlast other cordage; it is **"The Utmost in Rope Value."**

Write for a copy of our new "Rope Schedules" showing revised tables of weights, strength, etc., and a most convenient table of costs per 100 feet at various pound prices.

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Chicago Office, 1303 Chamber of Commerce.

KANSAS CITY BRANCH, 339 Railway Exchange Building

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Hardware World

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HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c. per year, or three years for $1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.
T. M. Shearman, Editor and Manager. Raymond L. Shearman, Associate Editor.
Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor Street, Portland, Ore. | 1220 Boatmen's Bank Bldg. St. Louis, Mo. | Suite 533 Phelan Bldg. San Francisco | 70 Fifth Ave. New York | 204 Scott Bldg. Salt Lake, Utah | 507 Pioneer Bldg. Seattle, Wash.
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Kyanize
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"Do it now and you'll smile too
I know," Says Winthrop Wise
"Business comes by leaps and bounds
When you sell KYANIZE"



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The Kyanize proposition is open to ONLY ONE energetic, upstanding dealer in each locality. It's a tried and proven business builder. Just the kind of a proposition for you, if you're that kind of a dealer. Grasp it now, if there's no Kyanize Agent in your town. Write us—a postal will do—for full particulars. Don't delay—do it today.

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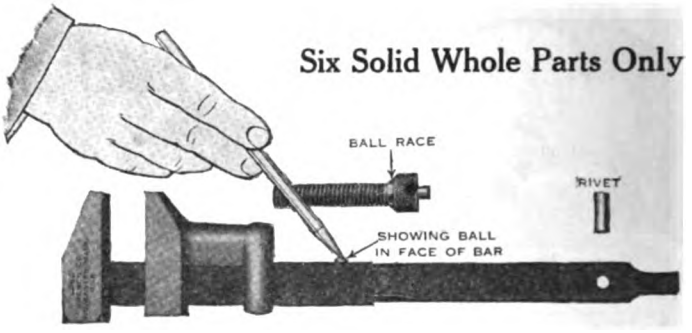
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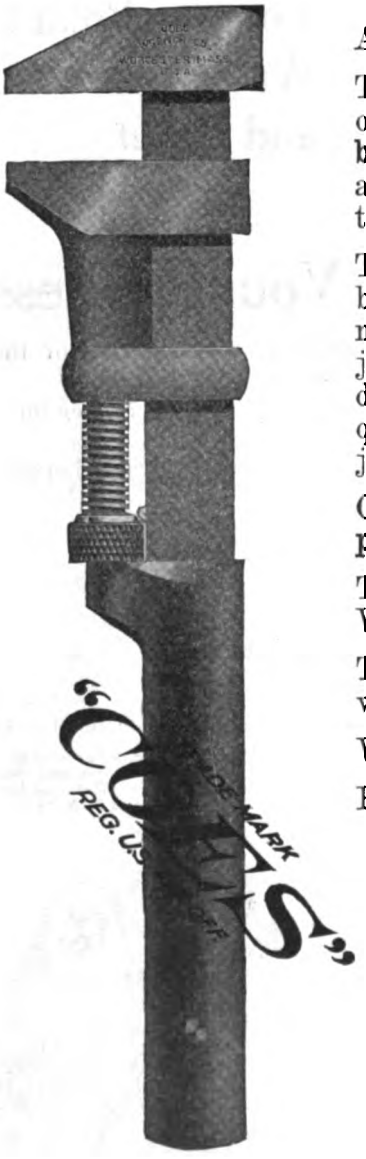
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Performance Is Stronger Than Promise





STEEL SHELL HANDLE. INTERNALLY SUPPORTED



As with men—so with tools.

To illustrate: Two men are given the same task—one wastes half-an-hour telling how the job **should be done**—the other gets busy and does the job right away, without bothering you or anyone else and the job is a **credit.**

Take Screw Wrenches: One wrench will stick and bind and waste a lot of valuable time while the mechanic is adjusting it—then when adjusted the jaws will slip and round the corners on nuts and damage costly material. The other wrench adjusts quickly, grips firmly, holds securely and does the job without loss of time or material.

One wrench is called "Just-as-Good"—it's sold on **promise.**

The other wrench is a COES STEEL-HANDLE WRENCH. It's sold on **performance.**

There's very little difference in the **price,** but oh! what a difference in **construction!**

Which kind are **you** selling?

Please order through your Jobber.

COES WRENCH CO.

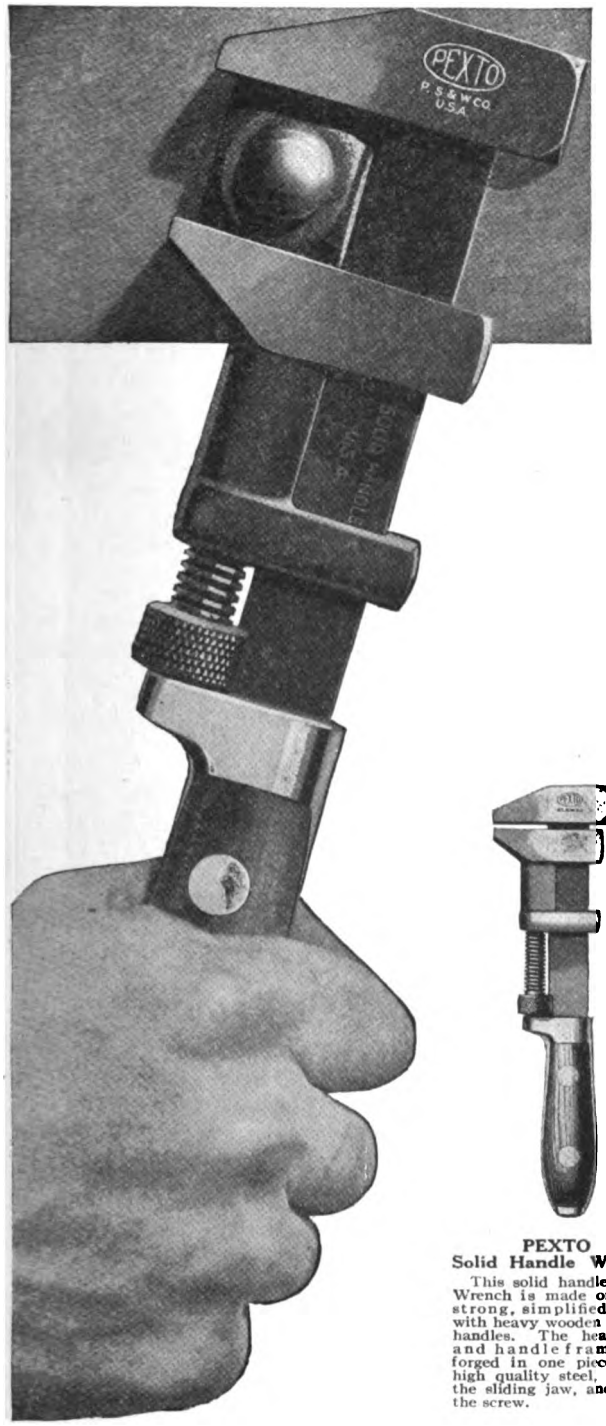
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Sell a good wrench—or better not make the sale. Good wrenches like Pexto, out-grip, out-last and in the end out-sell cheap ones. Stores with a real grip on wrench sales are found to recommend only the best.

Pexto Wrenches are good wrenches with a hundred years' experience built into them. They have the metal, the temper, the design and features to maintain their leadership for another century.

And Pexto Wrenches are known to the general public. National advertising in the Saturday Evening Post has planted the name Pexto indelibly in the minds of hundreds of thousands of people. They can be sold *more* than wrenches—they are ready for the complete line of Pexto Tools—and you can sell them.

THE PECK, STOW & WILCOX COMPANY

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.

Southington, Conn. **Cleveland, Ohio**

Address correspondence to 233 West Center St., Southington, Conn.

100% American for 100 Years. ***Founded in 1819***

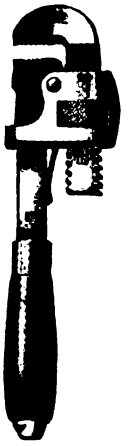
PEXTO
Solid Handle Wrench

This solid handle Pexto Wrench is made of three strong, simplified parts with heavy wooden riveted handles. The head, bar and handle frame are forged in one piece from high quality steel, next is the sliding jaw, and third the screw.



PEXTO
Solid Steel Wrench

Like its solid handle partner this wrench is made of three simple parts—the head, bar and handle are all forged in one piece from high quality steel. This Pexto Wrench is built for heavy duty.



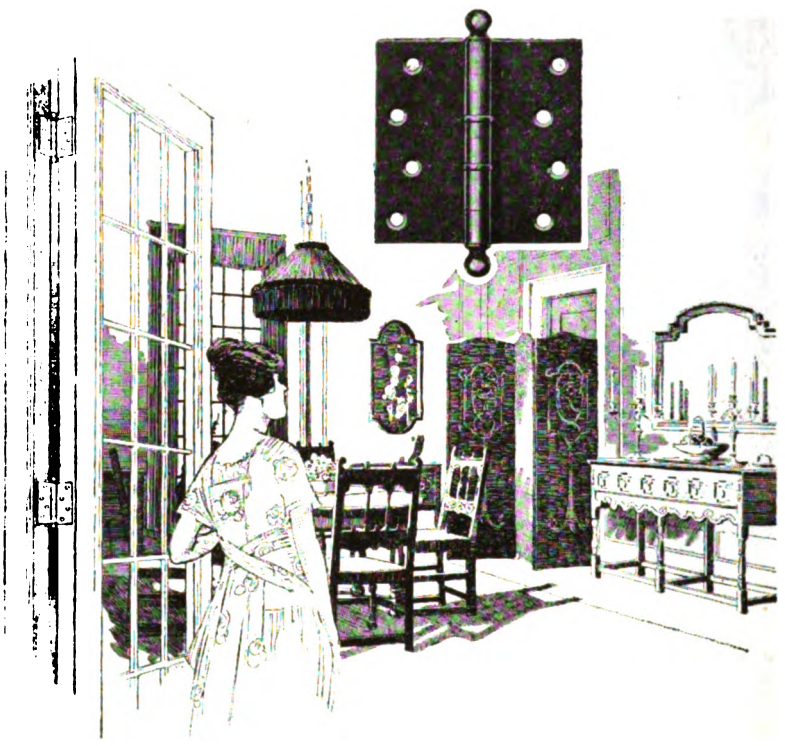
PEXTO
Pipe Wrench

This Pexto Wrench carries out the highest ideals of Pipe Wrench design. The hardened jaws of steel grip like a vise, yet they are easily tightened or released. When you get a pipe wrench be sure it's Pexto-made.

PEXTO

TOOLS FOR USE ABOUT THE HOME AND FARM FOR THE MECHANIC IN EVERY TRADE

Digitized by Google



McKINNEY BUTTS
For every door in every room

In homes and other buildings equipped with McKinney Butts door troubles are unknown—no sagging doors to chafe and destroy the woodwork—no nerve-racking squeaks as doors are opened and closed.

Despite the careful selection of materials and expert workmanship McKinney Wrought Steel Butts are inspected many times before they receive our stamp of approval. You can always tell a McKinney Butt by its smooth, even surface, clean cut edges, accurately-fitted joints and beautiful finish—and the quality never varies.

Interesting Butt Booklet will be sent upon request.

McKINNEY MANUFACTURING COMPANY

WROUGHT STEEL McK BUILDERS' HARDWARE

PITTSBURGH, PA.

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Conservation can be practised by following the wise plan of giving necessary things, therefore, let your slogan be—

"BUY HIM AN ATKINS SAW FOR CHRISTMAS"

ESTABLISHED 1857 — E. C. ATKINS & COMPANY, Inc. — *"A Perfect Saw for Every Purpose"*

Home Office and Factory INDIANAPOLIS, INDIANA

Canadian Factory HAMILTON ONTARIO — *Machine Knife Factory* LANCASTER, N Y

Branches carrying complete stocks in all large distributing centers as follows

ATLANTA, CHICAGO, MEMPHIS, MINNEAPOLIS, NEW ORLEANS, NEW YORK CITY, PORTLAND, ORE, SAN FRANCISCO, SEATTLE, VANCOUVER, B. C, SYDNEY, N. S. W, PARIS, FRANCE

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ROUND CORD PULLEY CHAIN

PATENT APPLIED FOR

GUARANTEED to operate over any common cord pulley, and is stronger and more economical than sash cord.

Get rid of the troublesome and unreliable sash cord, and standardize on the modern product, the latest thing out—"ACCO" Round Cord Pulley Chain. Guaranteed to operate freely and smoothly over any common cord pulley. Will not kink

Infinitely stronger than sash cord and will not stretch or rot—practically ever-lasting. Costs no more than common grade sash cord.

In case of fire "ACCO" Round Cord Pulley Chain won't burn. It will keep the windows closed, prevent drafts and the spread of a conflagration. Looked upon with favor by fire insurance companies.

"ACCO" Round Cord Pulley Chain

is made of the best steel obtainable, and blanked and assembled on specially designed automatic machines. Its strength is uniform throughout.

The builder likes "ACCO" Round Cord Pulley Chain because there is no waste. It can be cut into exact lengths, and the quantity required checked. You can hang more sash with "ACCO" Round Cord Pulley Chain than you can with sash cord. There's no knotting—it's all used.

"ACCO" Round Cord Pulley Chain is easily handled, and won't deteriorate in stock. It is packed in strong cloth bags containing 100 feet of chain, with 20 weight fixtures—enough for five double hung sashes.

"ACCO" Round Cord Pulley Chain comes in two finishes—Coppered Steel and S. R. P. (Special Rust Proof). Order from your regular jobber. If his stock hasn't arrived, write us direct. We'll give you immediate delivery.

MANUFACTURED ONLY BY

AMERICAN CHAIN COMPANY

INCORPORATED

BRIDGEPORT, CONN., U.S.A.

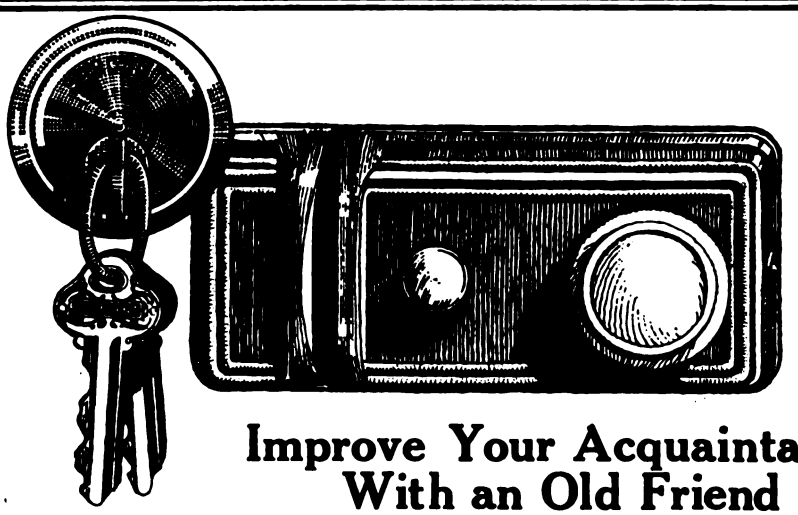
IN CANADA: DOMINION CHAIN CO. LTD., NIAGARA FALLS, ONT.

General Sales Office, New York City

DISTRICT SALES OFFICES: CHICAGO, PITTSBURGH, BOSTON, PHILADELPHIA, PORTLAND, ORE., SAN FRANCISCO

Largest Chain Manufacturers in the World

Digitized by Google



Improve Your Acquaintance With an Old Friend

About every so often a good salesman stocks you with a novelty that goes well, **when you demonstrate.** You sell it (at a profit, too) without waiting for customers to ask. And it makes you a better merchant, as well as paying returns.

Now apply that energetic spirit to a tried and trusty staple—

Sargent Cylinder Day and Night Latch

You have no idea how many people you can induce to buy one when you try. It is a standby that boosts turnover at all seasons. Customers appreciate the purchase for years.

How many householders have a secure fastening on their **back** doors? Dozens of Sargent Cylinder Day and Night Latches can be sold for this purpose. **Sold, by you,** the man people look to for sound advice on hardware.

The front doors you pass—do you notice whether they are fitted with reliable cylinder locks? If not, nail each owner or tenant the first chance you get and make a quick sale.

Storekeepers and people living in apartments need the protection of a Sargent latch reinforcing each outside door. Remind them of it.

The number **you can sell** depends only upon the number of your customers—at least one latch to each. Try it.



Press the button to deadlock the bolt or to hold it back.

"Put your own key in your own front door."

Sargent advertising in national magazines is hammering away to arouse greater building activity. Peace brings brisk business to the hardware trade—let's step out to meet it.

SARGENT & COMPANY

Hardware Manufacturers

NEW HAVEN, CONN.

New York **Boston** **Chicago**



Pull the button to release the bolt.

SARGENT

LOCKS AND HARDWARE

Digitized by Google

JOBBERS SELLING

ATLAS TACKS

ARE GOOD PEOPLE TO DEAL WITH

You can judge a man by the company he keeps. If your jobber handles Atlas Tacks he can be depended upon to handle other good goods.

Registered Trade Mark

When you see this trade mark on a package of tacks, nails, or rivets, you know that you are getting full value.

Atlas Products

cost no more than inferior goods, yet our packages do contain "The Greatest Quantity of Quality at the Price."

We are the LARGEST and OLDEST manufacturers of TACKS and SMALL NAILS in the world.

About twenty thousand different kinds and sizes in iron, steel, copper, brass, and zinc—electroplated, galvanized, tinned, enameled and japanned.

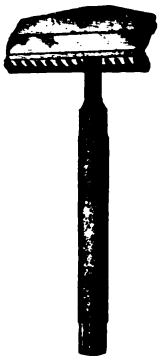
Our line includes iron and copper rivets, copper burrs, staples, wire nail specialties, and numerous other packaged products.

We guarantee full NET weight.

ATLAS TACK COMPANY

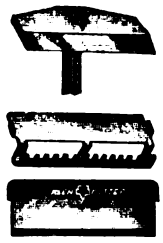
Fairhaven, Massachusetts, U. S. A.

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Showing Razor ready for use

Newspaper Publicity to Help Retail Merchants



Showing Separate Parts of Razor

Here is a birdseye view of our November and December Pacific Coast Newspaper Campaign

ON

KEEN KUTTER Safety Razors

		Circulation
PORTLAND	Oregonian	76,118
	Journal	61,499
BAKER	Herald	2,005
SEATTLE	Post-Intelligencer	51,231
	Times	72,652
SPOKANE	Chronicle	41,000
	Spokesman Review	42,652
TACOMA	Ledger	14,532
	News-Tribune	35,948
WALLA WALLA	Bulletin	4,943
	Union	3,616
BOISE	Statesman	15,039
	Capital News	12,682
TWIN FALLS	Times	3,471
	News	2,233
SALT LAKE CITY	Desert News	21,003
	Tribune	72,541
LOS ANGELES	Times	82,801
SAN FRANCISCO	Bulletin	100,064
	Chronicle	95,352
SACRAMENTO	Bee	35,717

Total Circulation, 882,936, and an average of three readers makes a grand total of over 2,648,808.

E. C. SIMMONS KEEN KUTTER CUTLERY TOOLS

Each paper will have 11 attractive ads and will doubtless sell KEEN KUTTER Safety Razors.

Are you prepared to supply the demand and reap the profits?

For more detailed information on the paper in your territory or advertising helps to connect with this campaign, write our Advertising Department.

E. C. SIMMONS KEEN KUTTER CUTLERY TOOLS

SIMMONS HARDWARE COMPANY - ST. LOUIS

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PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK BY THE FOLLOWING HOUSES

W. T. McFIE SUPPLY COMPANY
Los Angeles, California

THE VALLEY MERCANTILE CO.
Hamilton, Montana

MONTANA HARDWARE CO.
Butte, Montana

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELFER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah Pocatello, Idaho

GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHER COMPANY
Sacramento, California

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK

Digitized by Google

Why?

One:

They are made by the First Commercial Drop Forging Plant in America—

Two:

They are nationally advertised—nationally known—

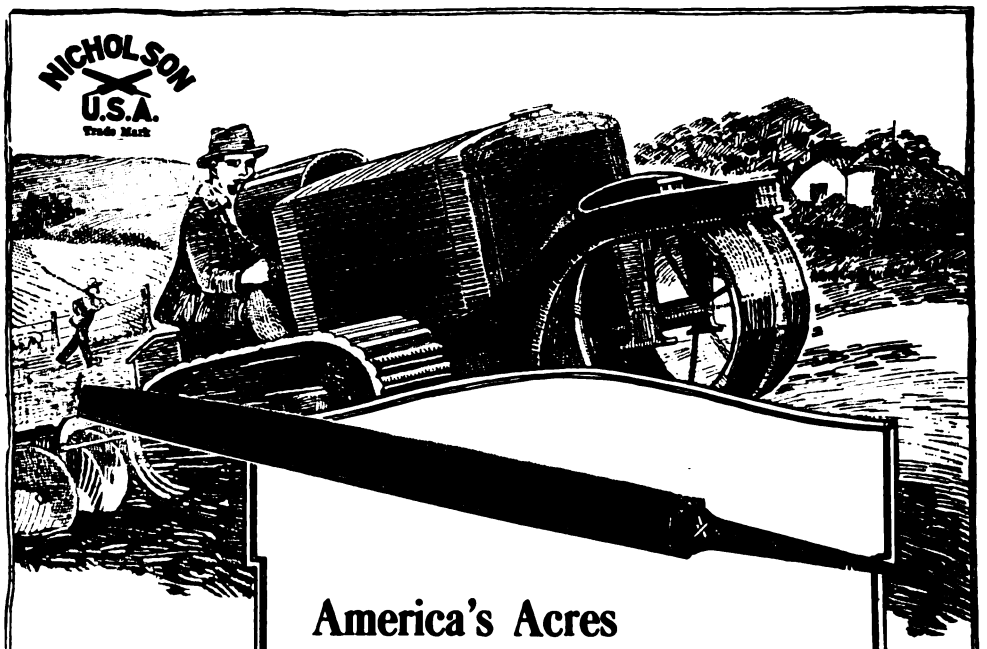
Three:

"Into every Forging goes our entire reputation." Our products *must* make good or we will.

Billings & Spencer

Triangle B
TOOLS

Digitized by Google



America's Acres are Tractor-Tilled

The wheat and corn acreage of America saved the World from starvation, and the American tractor made that acreage possible. Yet tractor tillage is in but its infancy. Tractors adapted to all tillage conditions are already developed or in the making, and

Nicholson Files

are playing a worthy part in this significant development—smoothing and shaping the parts of these power units of Agriculture. In the tool box of the working tractor, too, is found most frequently the File that Cuts FASTEST and SMOOTHEST.

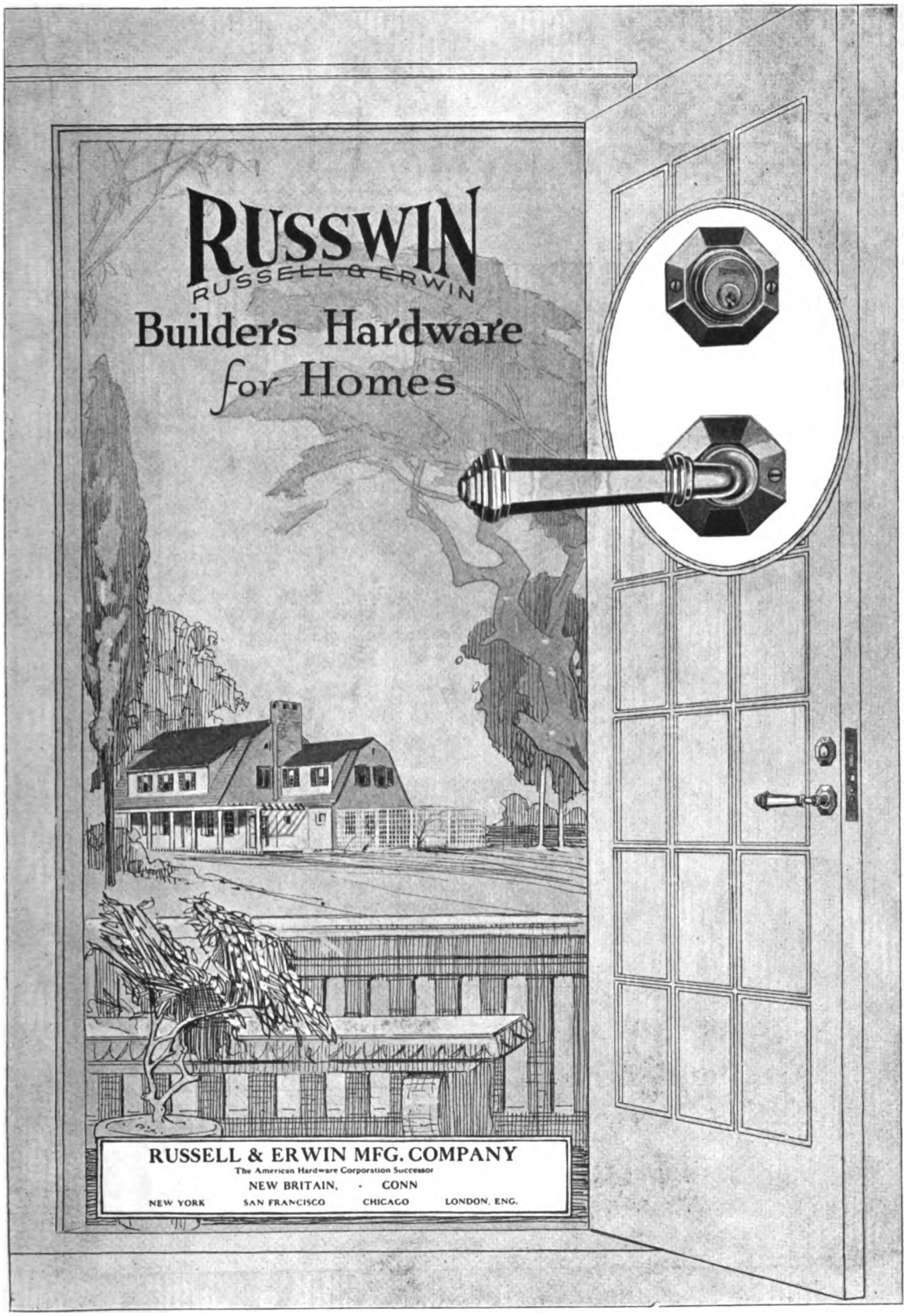


Write for our Catalog and for File Filosophy—a most instructive booklet about files and their use.

Nicholson File Company

Providence, R. I., U. S. A.

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THE ONLY FAIR TEST

The only fair test of Hack Saw Blades is the test of continuous use under local conditions.

Testing on high speed steel blades that you will use to cut machine steel gives a misleading result. Testing one or only a dozen blades gives little indication of what a brand will average. Testing in hand frames of blades to be used in machines, will teach you nothing.

Goodell-Pratt Hack Saw Blades are not made with the idea of excelling in freak tests, but are made to stand the test of continuous use day in and day out under average shop conditions.

Try them for a reasonable length of time and we know you will find them satisfactory.

GP 888 G GP 777

GOODELL-PRATT COMPANY, Greenfield, Mass., U. S. A.

Toolsmiths

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Genco RAZORS

You Can Sell More Razors

Selling razors depends a good deal upon display. In the average hardware store the cutlery counter stands near the door.

Why?

Because only now and then does a man come into your store for the sole purpose of buying a razor. But let his eyes fall upon an attractive display of razors, and his natural tendency is to stop and look it over.

We furnish a GENCO Display Case with your first order that will look handsome on your cutlery counter. It will match the rest of your fixtures and attract many more men.

Having caught a man's attention, it is easy salesmanship for one of your men to point through the glass top and say, "Let me show you that one."

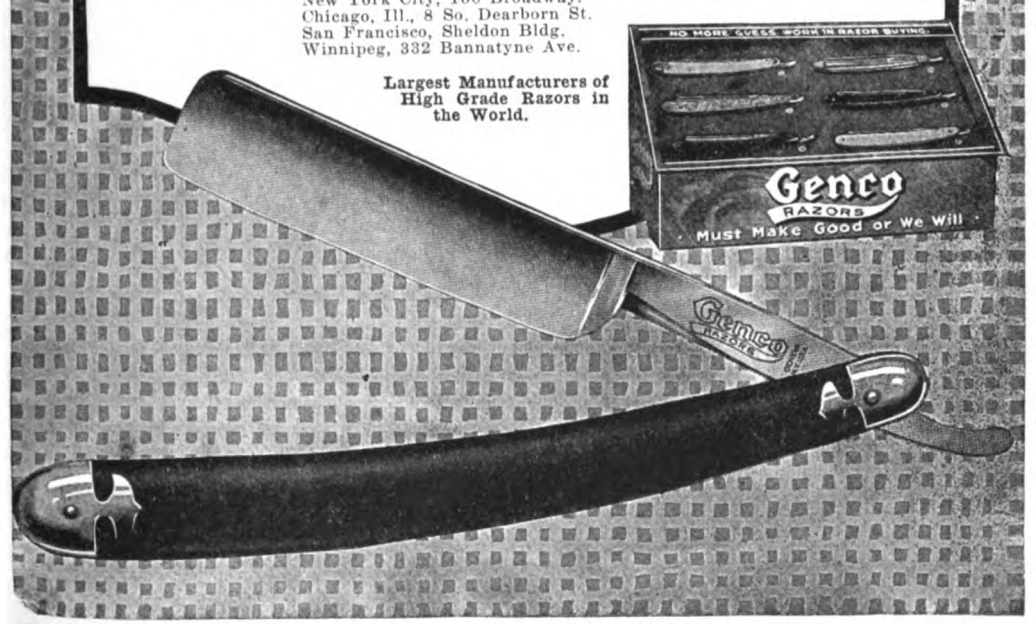
In just about another minute, some more profit is winging its way to your cashier.

And that customer will be pleased. Remember our guarantee: "A GENCO must make good or we will."

GENEVA CUTLERY CO., 157 Gates Ave., Geneva, N. Y.

New York City, 160 Broadway.
Chicago, Ill., 8 So. Dearborn St.
San Francisco, Sheldon Bldg.
Winnipeg, 332 Bannatyne Ave.

Largest Manufacturers of High Grade Razors in the World.



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DIETZ ROADSTER WAGON LANTERN

THE DIETZ "ROADSTER" WAGON LANTERN will please the customer who wants a high grade Lantern of small size, good lighting power and large fount capacity.

The Dietz "Roadster" is only 11½ inches high. It gives a 10 C. Power light for 18 hours without refilling and is equipped with a Ruby Rear Danger Signal, which complies with all night driving laws. The combination holder fits round or flat brackets.

Dietz "Roadster" Wagon Lanterns are of a type always in demand — safe Lanterns to stock for a quick turnover.



R. E. DIETZ COMPANY

NEW YORK

Largest Makers of Lanterns in the World

Founded 1840

More Quality---More Demand---
More Sales---More Profit

Your Jobber Stocks DIETZ Lanterns



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REMINGTON UMC

1919

REMINGTON UMC



Every Boy wants a rifle

Long before the Holidays roll around, the boy has figured out just what he wants for Christmas. He bases his choice on what other boys have, on what he sees in the stores and on what he reads.

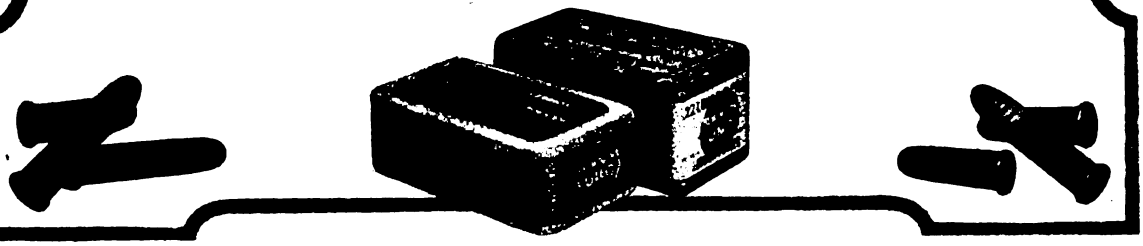
The dealer who dresses his windows with Remington .22 caliber rifles and Remington UMC window display material has the opportunity to cash in on the **natural** and healthy desire of the boy to possess a firearm.

The Remington .22 caliber slide action rifle, Model No. 12, embodies all the points of a superior small bore arm made upon the same principle as the famous Remington high power big game rifle. Safety, accuracy, perfect balance, superior workmanship and clean-cut lines make the Model 12 an arm of which boys may be proud.

Why not dress your windows well in advance of the Holidays and get your rightful share of the Remington business in your community?

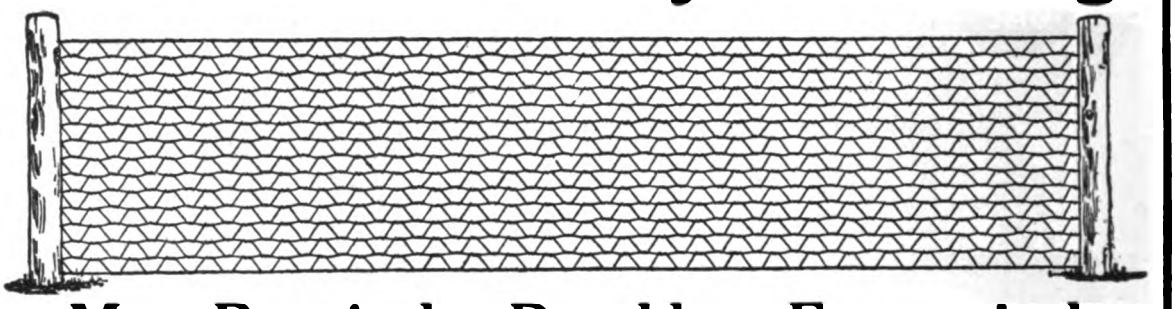
ASK YOUR JOBBER

The Remington Arms Union Metallic Cartridge Company, Inc.
Woolworth Building, New York City



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"WW" Poultry Fencing



Most Practical—Durable—Economical Poultry Fencing on the Market



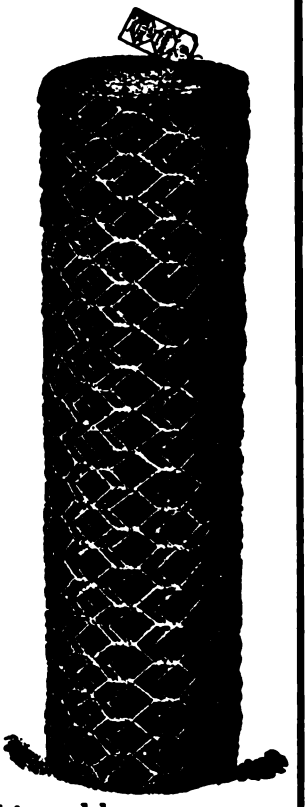
Wickwire Brand Hex Nettings

Galvanized Before or After Weaving

Wickwire Screen Wire Cloth

Cortland Painted Wire Cloth

Made from Hard Drawn Steel Wire



Wickwire White Metal Finish Wire Cloth

Heavily coated with high-grade spelter or zinc by the old fashioned hot process method, recognized the world over as the most approved method of applying a durable zinc coat to iron or steel.

Wickwire Bronze Wire Cloth

Made from Hard Drawn Bronze Wire

WICKWIRE BROTHERS CORTLAND NEW YORK

Digitized by Google



A Machine Is No Better Than Its Threaded Parts

Your customers who buy screw-cutting tools know that most machines are right only as long as the threaded parts are right. By doing their thread-cutting and re-threading with

GTD

Look for the trademark

SCREW PLATES

they not only get repair work done promptly, but put the machines back at their best, usually to the real satisfaction of the owners.

These handy tools are ideal—not only for general repair work, but for the most accurate jobs that may be required of them.

Tell your customers that you represent the World's largest makers of screw cutting tools—the first choice of experts for over 50 years.

"LITTLE GIANT," "O. K.," "GREEN RIVER," "LIGHTNING,"
The Screw Plates that save you dollars.

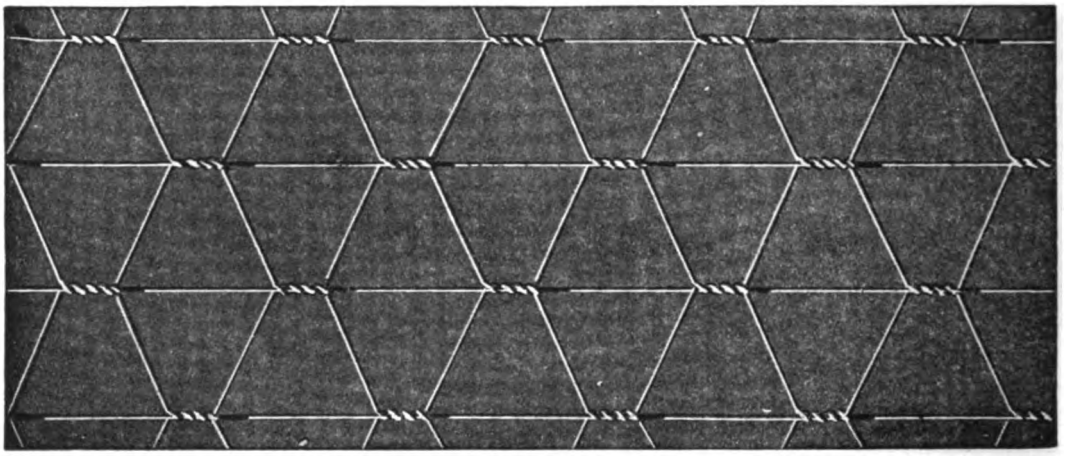
Our catalog shows cuts of special Screw Plates for all kinds of auto repair work. Requests will be promptly complied with

GREENFIELD
TAP & DIE CORPORATION
Greenfield, Massachusetts, U.S.A.
World's Largest Manufacturers of Screw Cutting Tools

[143]

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

San Francisco Los Angeles Portland Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

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To cut down the cost per cut

Put on the Weight

If you re cutting with a medium or heavy power machine, start out with a good, full, 45-pound pressure after the first two or three strokes. As the number of cuts progresses, increase your weight. Remember that once the first keenness of the blade is gone, the heavier gauge of the blade the greater the pressure required to make the teeth "bite." Too little weight will ruin a blade almost as quickly as too much.

Follow the Starrett Hack Saw Chart in selecting your blades. Put on the weight and watch the cost per cut go down.

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



Use Starrett Hack Saw Blades

Help Your Customers to Help Themselves by Using Starrett Hack Saw Chart "BF"

42-974

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COLUMBIAN TWINES



COLUMBIAN ROPE COMPANY

"The Cordage City"

AUBURN N.Y.

BRANCHES . BOSTON . NEW YORK . CHICAGO .

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A New Clover Branch in Chicago

At 603 West Adams Street

Fully stocked and ready to fill your orders for the famous **CLOVER** Grinding and Lapping Compounds and **CLOVER** Lawn Mower Sharpening Compound.

Clover Service is Dependable and Complete

In order to provide better service for our customers, we opened, on January 1, 1919, our San Francisco Branch at 558 Howard Street.

Following out this same policy of taking care of our customers' requirements in the best possible manner, we now offer to Clover distributors the advantage of a fully stocked branch warehouse in Chicago, at 603 West Adams Street.

Clover Compounds are Nationally Advertised

Our big National Advertising Campaign is now running in full page space in Collier's Weekly, The Literary Digest and The American Magazine, reaching a total of nearly 4,000,000 readers.

The demand for Clover will be greater than ever. PLACE YOUR ORDER NOW so as to be fully prepared for a wonderfully increased demand.

Clover Lawn Mower Sharpening Compound will be Nationally Advertised in the principal boy's publications and standard magazines, beginning in January.

Send Now for Samples and Cuts for Your Catalog

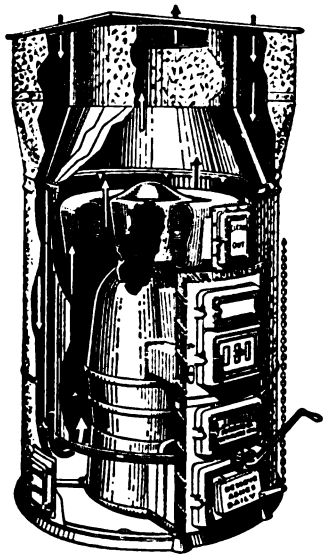
Clover Manufacturing Company

70 Main Street, Norwalk, Conn., U. S. A.

Chicago Branch: 603 West Adams Street.
San Francisco Branch: 553 Howard Street.

3,000,000 CANS OF CLOVER SOLD IN 1918

Digitized by Google



Keep the Confidence of Your Customers

HANDLE THE

MUELLER PIPELESS FURNACE

You know that a great number of your customers buy almost entirely on your recommendation.

Confidence makes it easy to sell goods. Therefore, choose the pipeless furnace that will keep your customers' confidence and hold their trade. You can depend upon the Mueller Pipeless to give your customers 100% satisfaction. Thousands of Mueller dealers will testify to that. Study the construction of the Mueller thoroughly and you will be convinced that its many excellent features result in positive fuel-saving and heating comfort.

A SCIENTIFICALLY BUILT FURNACE

The Mueller Pipeless is based on 63 years' experience in building heating systems of all kinds.

All parts are scientifically and correctly proportioned, shaped and arranged.

Its vast heating surface, straight, unrestricted air passages and large register face mean maximum heating efficiency.

These exclusive Mueller features furnish real selling points which you can use to show why the Mueller is the most successful pipeless furnace made.

POSITIVELY SAVES ONE-THIRD TO ONE-HALF ON FUEL

Thousands of Mueller Pipeless owners are saving one-third to one-half on fuel each winter.

Letters prove it—and many of these letters come from the coldest parts of the country.

The Mueller burns all fuels—hard or soft coal, coke, wood, lignite, gas or oil. Its ease of installation is another reason why dealers favor the Mueller. No bolts or screws are used. No need to tear up floors or walls for pipes.

L. J. MUELLER FURNACE CO.

Makers of Heating Systems of All Kinds Since 1857

233 Reed Street, Milwaukee, Wis.

DISTRIBUTORS

THE SALT LAKE HARDWARE COMPANY,
Salt Lake City, Utah, and Pocatello, Idaho.

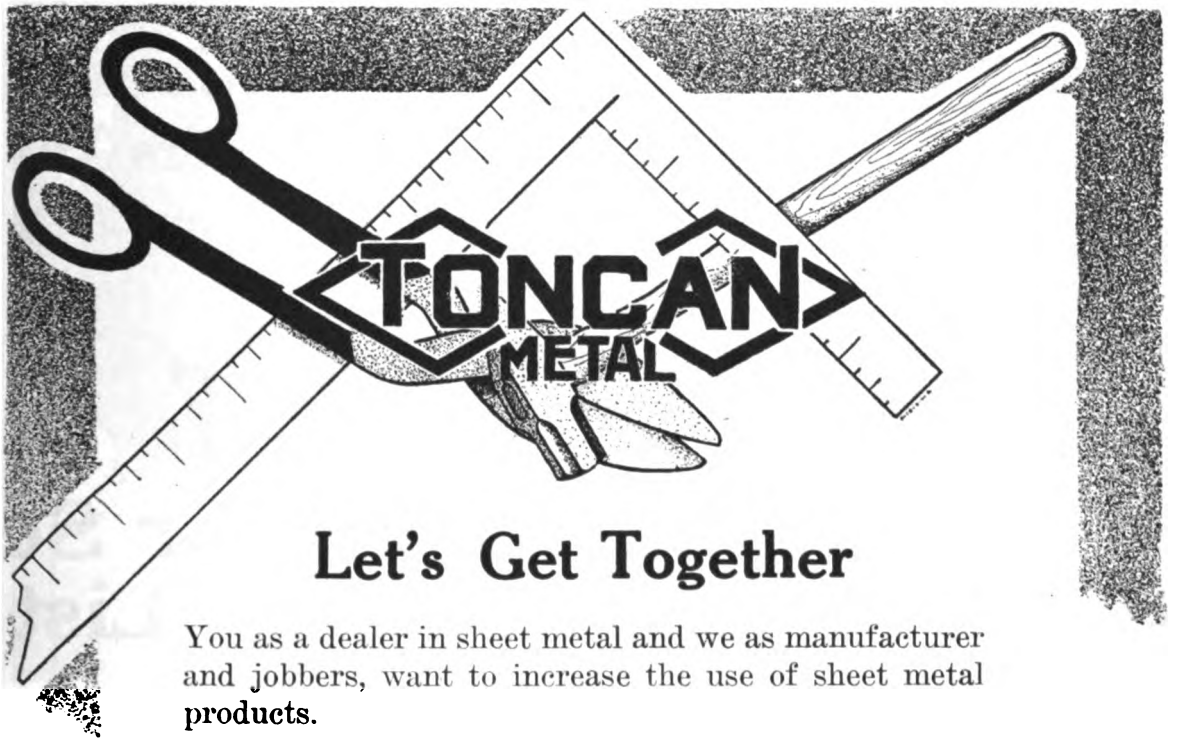
HOLBROOK, MERRILL & STETSON,
San Francisco and Los Angeles, California.

SEND FOR THE MUELLER BOOK

Get all the facts about this remarkably efficient pipeless furnace and the Mueller plan of advertising, which has made it known throughout the United States. The attractive Mueller offer to dealers will also interest you. Write today.

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburgh, Scranton, Lancaster and Philadelphia, Pa.; Baltimore, Md.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Neb.; Aberdeen, S. D.; Seattle, Wash.

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Let's Get Together

You as a dealer in sheet metal and we as manufacturer and jobbers, want to increase the use of sheet metal products.

We depend on sheet metal for our livelihood.

In severe service ordinary sheet metal often rusts out in a year or two.

This discredits you as a dealer or sheet metal man and it discredits sheet metal as a material. That's why the use of Toncan Metal will build up your business—for Toncan Metal lasts.

It will pay you every way to recommend it and use it for Roofing, Siding, Eaves Trough, Conductor Pipe, Ventilation, Refrigeration and every severe sheet metal service.

Want Quotations? Suggestions? Information?
Write Nearest Distributor

THE STARK ROLLING MILL CO., Canton, Ohio

Sole Makers

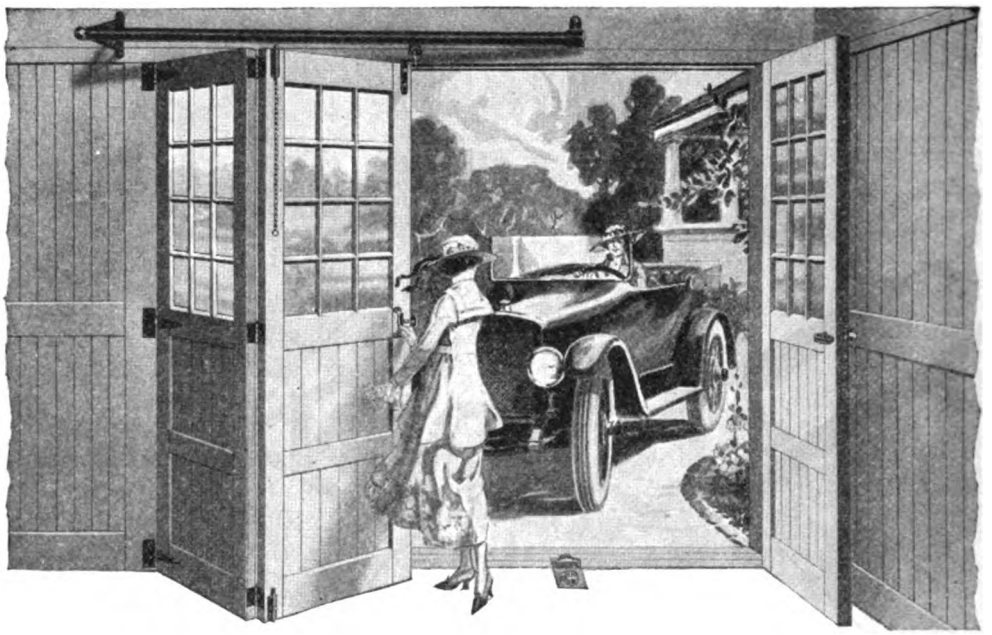
COAST DISTRIBUTORS

THE BERGER MFG. CO., OF CAL.,
San Francisco—Los Angeles

HOLBROOK, MERRILL & STETSON,
San Francisco—Los Angeles

THE FAILING-McCALMAN CO.,
Portland, Ore.

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Let Us Put Garage Door Sets on Your "Fast Selling" List

THERE'S good business for some one in your town selling "Cannon Ball" Garage Door Sets. Here are garage door hangers that sell as easily as they run. Every car owner wants them. They carry a good profit and you can sell them on a plan that ties up but little money in stock. Write and let us tell you about it.

The door hanger in the track is the famous

"Cannon Ball"

—two steel ball wheels running in an enclosed tubular track. Each wheel running on ball bearings—frictionless and noiseless.

Fit any door opening. Folding sliding doors fold inside. Protected from wind and weather. Automatically held in place against the wall. Cannot sag. Gives the owner tight fitting, weather proof doors without making them stick and bind. Doors that womenfolk can operate as easily as any door in their home.

This is just one of the many styles of garage door sets that you can get the sale of with the STAR Line of equipment. STAR Equipment includes not only garage sets but everything needed to equip a barn complete.

Write and ask for our catalog.

HUNT, HELM, FERRIS & CO.

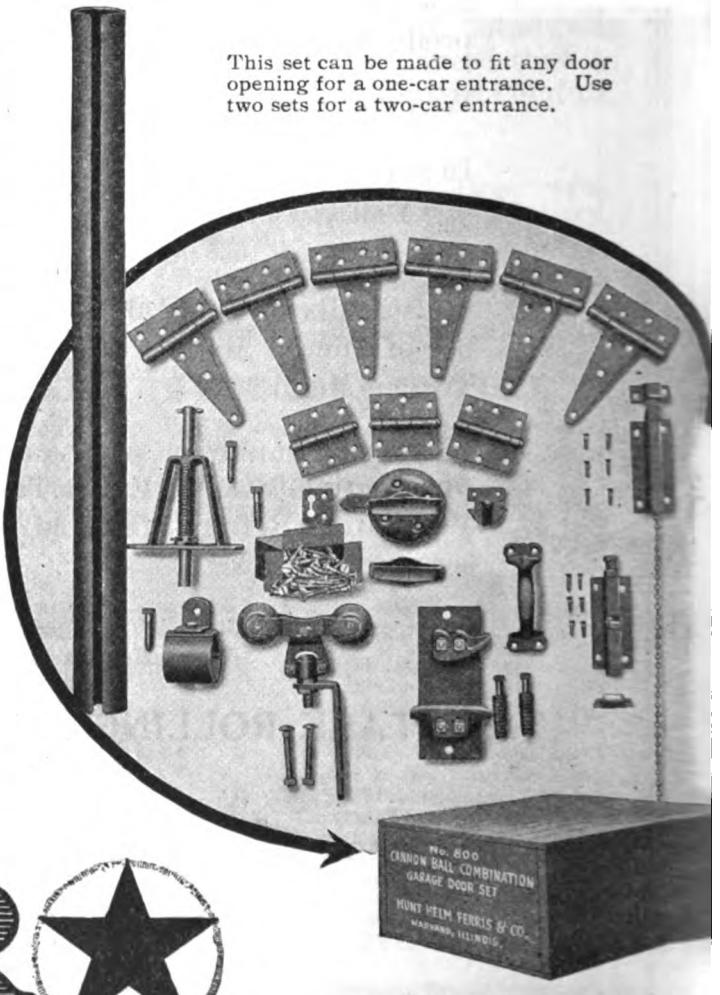
Complete Barn Outfitters

Harvard, Illinois **Albany, New York**

Designers and Manufacturers of

STAR Barn Equipment

This set can be made to fit any door opening for a one-car entrance. Use two sets for a two-car entrance.



Entire set comes packed co
plets in one box. Makes
easy sale and simplifies yo
stock.

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Founded 1866

GIANT



Partial view of one of the Giant Plants at Giant, California.

The oldest manufacturers

Your customers know there is a logical reason for the better and cheaper blasting results of Giant Powders. They have been improved and developed longer than any other dynamite or powder made in this country.

In 1866 the first Giant laboratory was built in the present Golden Gate Park. Today, with our chain of great plants and magazine stocks throughout the entire West, we can serve you with Giant Powders.

There is a good profit in every sale of Giant Farm Powder. Its use leads to improvements, permits the use of intensive tillage methods and develops your farm machine market. More than 3000 merchants are selling Giant Powder in constantly increasing quantities. These merchants have found that sales of Giant Farm Powders bring repeat orders. Farmers who once use them always come back for more. Dealers who have been selling only the ordinary dynamites find that their sales increase rapidly as soon as they stock the Giant brands.

Write for information regarding the ways in which we help Giant dealers to sell more Powder.

The Giant Powder Co., Con., San Francisco

First National Bank Building

"Everything for Blasting"

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane.

EXPLOSIVES

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Stop! Look! Think!

OF THE GREAT PROFIT IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips





consisting of the most salable and profitable sizes, viz:

- 8 Gross Rubber Head Nails.
- 4 100/144 Gross Bumpers.
- 17 Doz. Slotted Screw Tips.
- 4 Doz. Wood Peg Tips.
- 3 Doz. Patent Rocking Chair Tips.
- 4 Doz. Stetson's Combination Cushion Chair Tips.









"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise, nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers—if pushed.

"Elastic" Chair Tips.
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!



ELASTIC TIP CO.

370 Atlantic Ave.. Boston. Mass.

ELASTIC TIP CO., BOSTON, MASS.
Kindly send us full particulars and prices of "Elastic Assortment."
Name .....
Address .....
Hardware World.

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What boys want most for Christmas

A real opportunity for dealers to increase their Christmas trade

DO YOU realize the buying power of boys at Christmas? Fathers are everywhere looking for the gift that will give their boys the greatest pleasure.

Here's a new shooting outfit that is just what boys have been waiting for. It is bound to increase your business.

When you put the W. J. R. C. Range Kit in your window you will see the boys crowding around to look at it. They will ask their fathers to buy the outfit for Christmas.

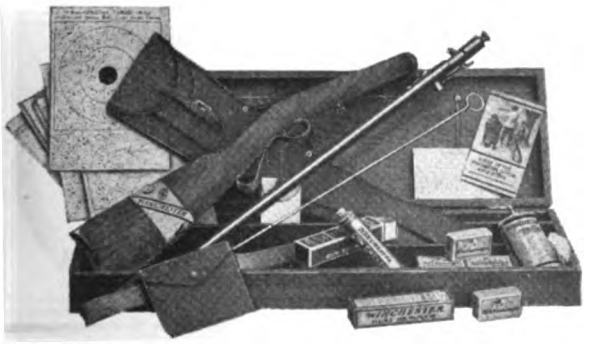
The new Range Kit is the **official** outfit of the Winchester Junior Rifle Corps. It contains everything a boy needs for shooting—a .22 Winchester rifle, cartridge belt, ammunition, targets, gun-case and cleaning outfit—all packed in a trim, handsome kit.

We are advertising the W. J. R. C. Range Kit in all the boys' magazines as well as in the trade papers and the rotogravure sections of the newspapers.

Thousands of boys all over the country will want the new outfit as soon as they hear it's on the market. Put the W. J. R. C. Range Kit in your window, and let it bring you this valuable trade.

Order your supply today.

WINCHESTER REPEATING ARMS CO.
Department 937
New Haven, Conn., U. S. A.



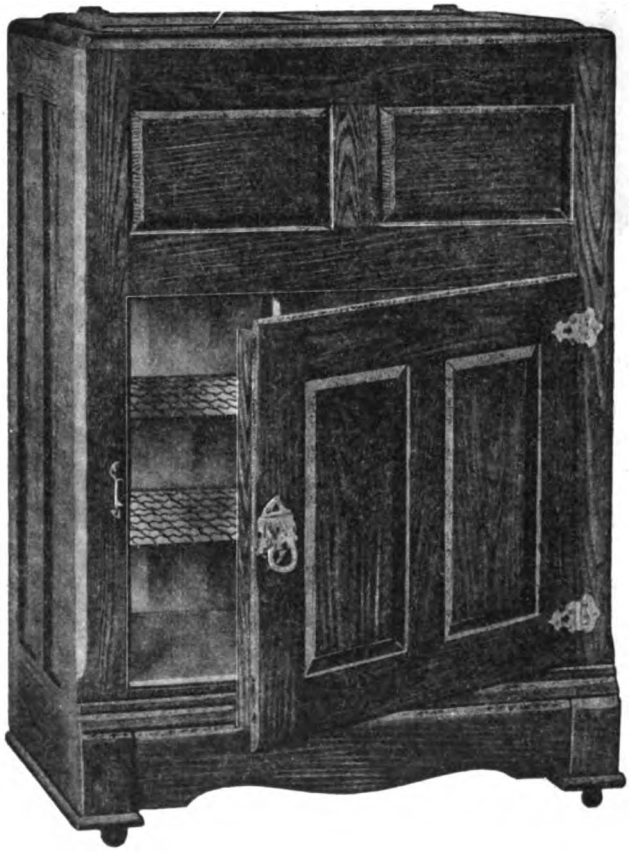
WINCHESTER

World Standard Guns and Ammunition

The W. J. R. C. Range Kit includes a .22 rifle, cartridge belt, canvas gun-case, cleaning outfit, cartridges and targets—all packed in a trim, handsome case. The outfit is made in two sizes, one containing the Model .04 bolt action rifle; and the other supplied with the smaller and lighter Model .02 rifle, suitable for younger boys.

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It Is Going to be Hard to Get Refrigerators Next Summer



UNION HARDWARE & METAL CO.
Los Angeles

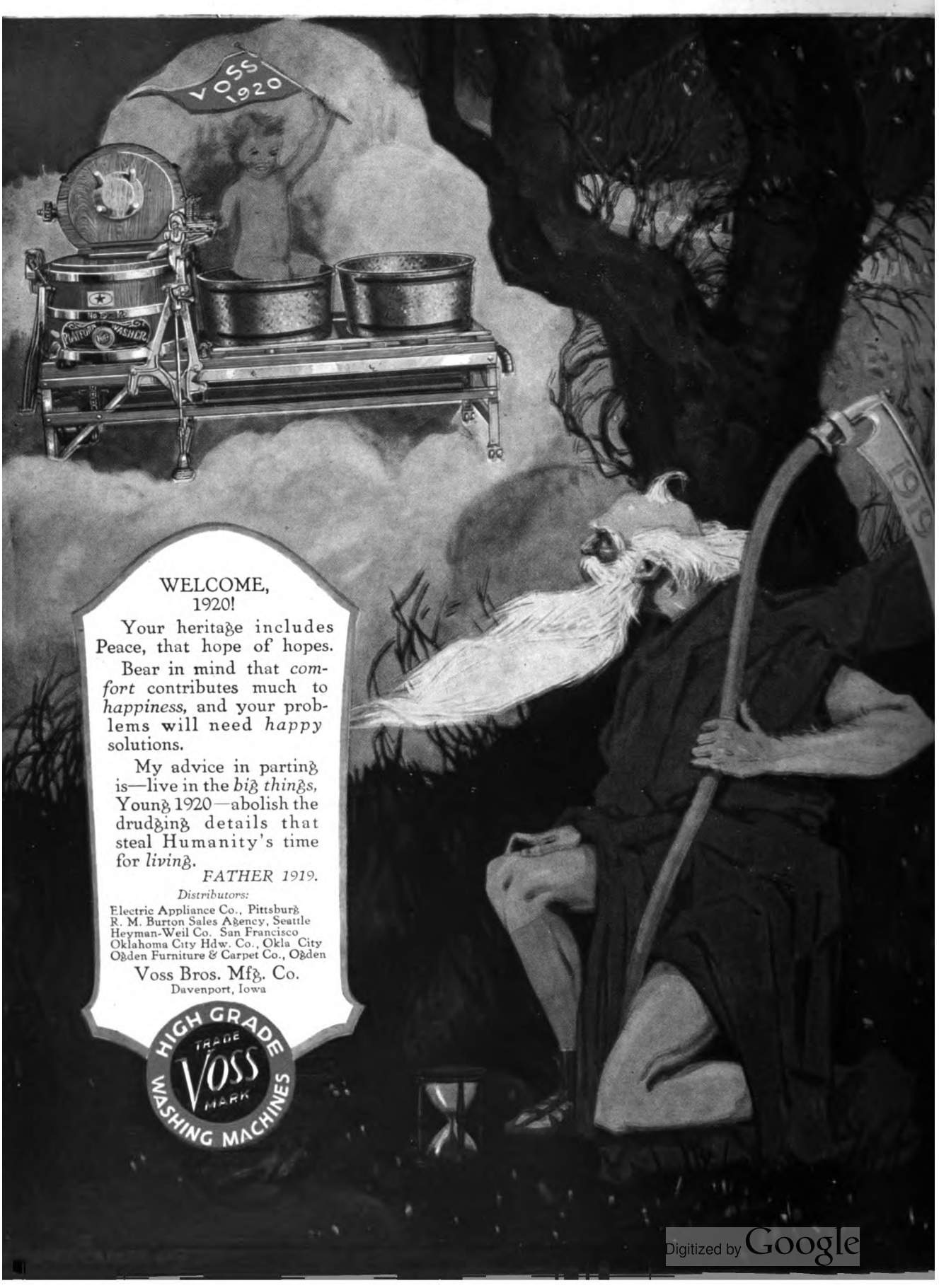
SLOSS & BRITTAIN
San Francisco

MONARCH REFRIGERATOR WORKS
BURLINGTON, VERMONT

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WELCOME,
1920!

Your heritage includes Peace, that hope of hopes.

Bear in mind that *comfort* contributes much to *happiness*, and your problems will need *happy* solutions.

My advice in parting is—live in the *big things*, Young 1920—abolish the drudging details that steal Humanity's time for *living*.

FATHER 1919.

Distributors:

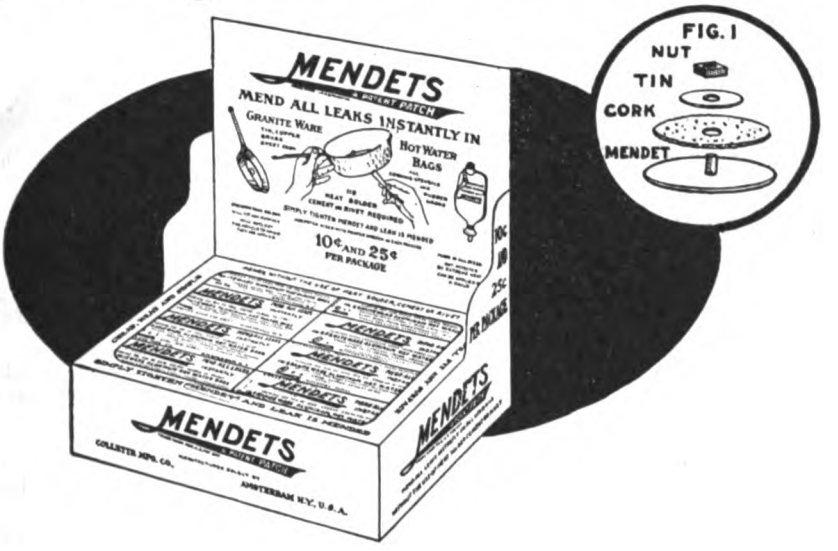
Electric Appliance Co., Pittsburg
R. M. Burton Sales Agency, Seattle
Heyman-Weil Co. San Francisco
Oklahoma City Hdw. Co., Okla City
Ogden Furniture & Carpet Co., Ogden

Voss Bros. Mfg. Co.
Davenport, Iowa

HIGH GRADE
TRADE VOSS MARK
WASHING MACHINES

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Selling by the million!
Saving as much —
by mending Pots and Pans with



MENDETS
A PATENT PATCH

TRADE MARK REG. U.S. PAT. OFF.

These live jobbers are making big profits by handling Mendets, because Mendets are a fast-moving proposition. They bring repeat orders in an ever-increasing volume. It will pay any jobber to handle them, too. Sales have been growing every year for ten years. Let them boost your business.

Mendets fix leaks instantly, without the use of heat, solder, cement, or rivet; in granite and aluminum ware, hot-water bags, tin, copper, brass, all cooking utensils and rubber goods.

The following Jobbers are Newly Added to our list:

Albany Hardware Co., Albany, N. Y.
Ballou, Johnson & Nichols Co., Providence
Burhams & Black, Inc., Syracuse, N. Y.
Bristol Co., St. Joseph, Mo.
Wm. L. Blumberg Co., New York, N. Y.
Bigelow-Dowse Co., Boston, Mass.
Bronson & Townsend Co., New Haven
Belcher & Loomis Hdw. Co., Providence
Joseph Breck & Sons, Boston, Mass.
Bearson, Capstein Co., Boston, Mass.
Central Hdw. Co., Inc., Alexandria, La.
Capelle Hardware Co., Wilmington, Del.
Dunham-Hanson Co., Bangor, Me.
Decatur & Hopkins Co., Boston, Mass.
Demmler Bros. Co., Pittsburgh, Pa.
N. Eckstein, New York, N. Y.
Failing-McCalman Co., Portland, Ore.
The Galloway James Co., Baltimore, Md.
Kline & Co., Williamsport, Pa.
Hibner-Hoover Hardware Co., Du Bois, Pa.
W. T. Hight & Co., Boston, Mass.
Jones Cash Store, Portland, Ore.
Johnson Smith Co., Chicago, Ill.
The Jeanerette Hdw. Co., Ltd., Jeanerette, La.
Robert P. Jones, Lima, Ohio
Janney, Semple, Hill & Co., Minneapolis
Kalispell Merc. Co., Kalispell, Mont.
Logan Gregg Hdw. Co., Pittsburg, Pa.
Lansing Hardware Co., Scranton, Pa.
W. C. Landon & Co., Rutland, Vt.
Morley-Murray Hdw. Co., Green Bay, Wis.
The Geo. Mayer Hdw. Co., Denver, Colo.
C. H. Miller Hdw. Co., Huntingdon, Pa.
Mitchell Hdw. Co., Ashtabula, Ohio
R. B. McRas, Fort Plain, N. Y.
Pierson Hardware Co., Pittsfield, Mass.
C. B. Porter Co., Philadelphia, Pa.
Reilly Bros. & Raub, Lancaster, Pa.
Joseph Redfield & Co., New York, N. Y.
Spencer Hardware Co., Keene, N. H.
Seltzer-Klahr Hdw. Co., Inc., Philadelphia
Sibley, Lindsay & Curr Co., Rochester,
Simmons Hardware Co., St. Louis, Mo.
Tracy, Robinson & Williams Co., Hartford
Thompson-Diggs Co., Sacramento, Calif.
Tenk Hardware Co., Quincy, Ill.
Louis N. Wilcox & Son, Baltimore, Md.
The Geo. Worthington Co., Cleveland, O.
Tissier Hardware Co., Selma, Ala.
Van Camp Hdwe. & Iron Co., Indianapolis
Herman Kornahrens, Inc., New York, N.Y.
Eclipse Hardware Co., Gera, Va.
Dame, Stoddard Co., Boston, Mass.

THE COLLETTE MANF'G CO.,
AMSTERDAM, NEW YORK

SELL FOR 10c AND 25c A PACKAGE

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"Yankee Vise" No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs, and all users of high grade labor saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

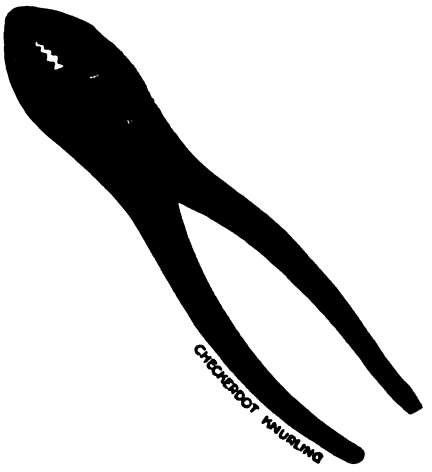
Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" Wide, 1⅞" Deep, Opening 3⅛", Base 7½" long.

YOUR JOBBER WILL SUPPLY YOU

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



A real pair of pliers

A favorite with mechanics and automobilists.

CEE TEE CO Combination Pliers

Meet the demand for a guaranteed tool at a low price.

Drop forged from 50 carbon steel. Accurately machined. Slip joint permits wide range of sizes at jaws. Sold under the Crescent money-back guarantee.

5-6-8 and 10 inch sizes
Get them from your jobber

CRESCENT TOOL CO.
Jamestown, N. Y.

Crescent TOOLS

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THE RECOGNIZED LEADER

LOOKS BETTER LASTS LONGER



Dealers everywhere are placing their Fly Screen Cloth business on a solid foundation by selling **Galvanoid.** It is firm, durable and attractive, and gives the consumer **complete** satisfaction. Order **Galvanoid.** If your jobber cannot furnish, advise us and we will see that you are supplied.

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

AMERICAN WIRE FABRICS CO.

208 LA SALLE STREET, CHICAGO, ILLINOIS

Factories:
Mt. Wolf, Pa. Clinton, Iowa Niles, Michigan

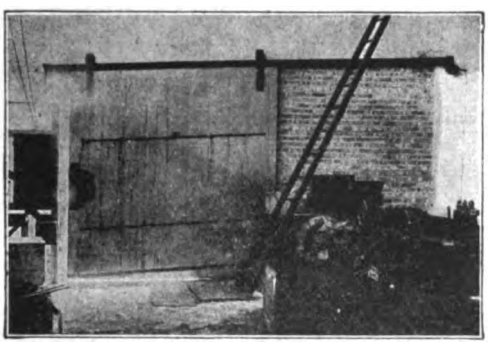
Representatives:
Ewing-Lewis Co., San Francisco and Los Angeles, Cal. D. L. Herman, Seattle, Wash.

$140.00 Fire Protection Investment Saves $1,500,000 in One Fire

Sunday evening, August 24, 1919, a raging fire gained tremendous headway at the Universal Tractor Works, Moline, Ill. Directly in the path of the flames, building and equipment worth a million and a half dollars would have been wiped out except for Richards-Wilcox Fire Door protection, which closed the doorways and choked the conflagration.

This R-W Fire Door Hardware covered two doorway openings and was installed three years ago, at a cost of $140.00.

This is only one of many similar instances we can cite where Richards-Wilcox Fire Door Equipment has saved thousands of dollars' worth of property.



View showing fire doors on the side of the doorway toward the saved portion. On the opposite side of the wall, within five feet of this door, the intense heat melted machine bases and iron castings and burned cement beams like wood.

Richards-Wilcox Automatic Fire Doors and Hardware

include single and double sliding doors, vertical and horizontal sliding doors and single and double swing doors. Whatever your requirements, we can furnish proper equipment.

R-W Fire Door Hardware and Fire Doors are inspected, approved and labeled under the direction of the National Board of Underwriters.

Write for Catalog No. HA 14

Richards-Wilcox Mfg. Co.
"Whatever for any Door that Slides"
CHICAGO ST. LOUIS LOS ANGELES PHILADELPHIA AURORA, ILLINOIS, U.S.A. BOSTON NEW YORK MINNEAPOLIS LONDON, ONT. SAN FRANCISCO

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Remove Stock Rapidly and Smoothly

FILES OF QUALITY

"The

DELTA

Is the only Line of Files from 3 to 24 inches that are made absolutely of

CRUCIBLE STEEL"

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

Use Delta Files in your shop—you will increase your output and greatly reduce your cost of filing.

TRADE MARK DELTA

This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

DELTA FILE WORKS
PHILADELPHIA, PA.

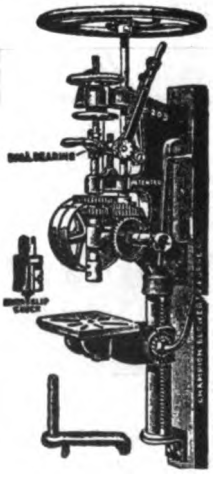
CHAMPION
BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

Built for Service

Carried in Stock by all Leading Jobbers

Write for 365-Page Catalogue

THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania, U. S. A.

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THE JAMES SWAN COMPANY

SEYMOUR **CONNECTICUT**

Bits
Augers



Chisels
Draw Knives





Nail Sets
Gimlets



Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

Two Famous Slaymaker Padlocks

Adjustable Shackle

USED UNIVERSALLY FOR

"Thief-Proofing" Automobiles

Locking Spark and Throttle

Motorcycles } Locks Clear Across the Frame
Bicycles }

Sea Bags Sailors and Marines Buy Them in Large Quantities



No. 1093
Retails for $1.25
Size 2⅛"

Nearly every jobber handling Padlocks can supply you with either or both of these adjustable shackle locks. The case comes entirely off the shackle—allowing shackle to be slipped through the frame of a bicycle or motorcycle, over the spark, throttle and steering wheel of an automobile or on a sailor's sea-bag.

Case is of highly polished brass, shackle is of nickeled steel rod, with milled ratchets. Has brass bolts and tumblers, formed brass key centers and two nickeled steel keys. Each lock packed in an individual carton, attractively labeled.

SLAYMAKER ADJUSTABLE SHACKLE PADLOCKS HAVE FROM 32 TO 64 KEY CHANGES, A VERY IMPORTANT POINT, AS THIS TYPE OF PADLOCK IS USUALLY SOLD WHERE A NUMBER ARE USED IN THE SAME VICINITY.

Ask Your Jobber's Salesman About These Padlocks



No. 1092
Retails for $1.00
Size 1⅝"

SLAYMAKER LOCK COMPANY, Lancaster, Pa.

A. C. RIDDELL, Western Sales Manager

24 California Street, San Francisco, Cal. Higgins Building, Los Angeles, Cal.

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Christmas Business

—Are you going to be one of the dealers who cash in on Christmas business?

—Make a special drive for it this year—and let Disston help!

—The same people who regularly read about Disston Saws and Tools in their papers and magazines will be your Christmas buyers—appeal to them through the familiar name Disston.

—The Disston message of better saws and tools reaches nearly every different type of customer you have.

—7,456,748 house-holders, 781,067 boys and young men, and 9,589,745 farmers and their families are reached regularly by Disston advertising—and these same people will be YOUR customers at Christmas time.

—Take advantage of this Disston advertising!

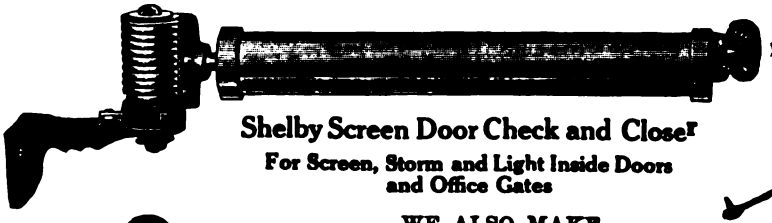
—We will gladly supply window displays, store-trim and advertising material. Write us.

HENRY DISSTON & SONS, Inc.

Philadelphia, U. S. A.

Branch: Vancouver, B. C.
Canadian Works: Toronto, Canada

SHELBY SCREEN DOOR HARDWARE



Shelby Screen Door Check and Closer

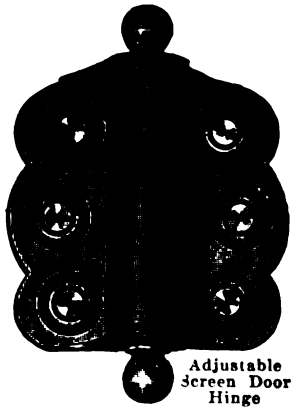
For Screen, Storm and Light Inside Doors and Office Gates

SHELBY SCREEN DOOR BRACES

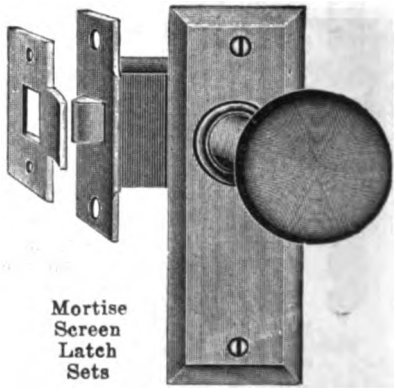
GOOD TONIC FOR SAGGING SCREEN DOORS

WE ALSO MAKE

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. Ask for catalog today.



Adjustable Screen Door Hinge



Mortise Screen Latch Sets

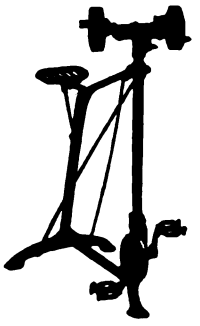
THE SHELBY SPRING HINGE CO. - - SHELBY, OHIO, U. S. A.

POND HARDWARE SPECIALTY CO., Los Angeles, Cal. ←— *Coast Representatives* —→ **D. L. HERMAN, Seattle, Wash.**

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Luther Tool Sharpeners are Standard

The Luther Grinder Mfg. Co. are the oldest and largest manufacturers of tool grinders in the world. They offer the trade a line of standard machines suitable for every purpose.



No. 271 Hummer



No. 16 Mechanic Special

WARNING

Luther Grinders only are equipped with

DIMO-GRIT

wheels. They will sharpen the hardest steel with no danger of drawing the temper. Do not accept substitutes.

Farmers, Carpenters and Mechanics all need tool sharpeners. The one suitable for the Farmer will not necessarily do the work proper for a Carpenter or a Mechanic.

Some need large, heavy belt driven machines, while others must have the small hand power tool sharpener to carry around in the tool box.

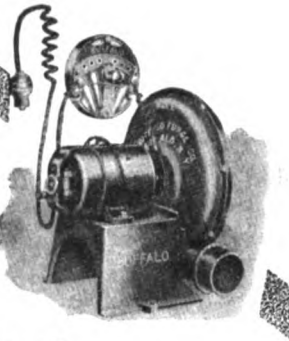
But whatever the work may be, to be efficient the tools must be sharp.

Luther Tool Sharpeners are made in all sizes and are standard throughout the world with all users of sharp tools.

LUTHER GRINDER MFG. CO. - MILWAUKEE, U. S. A.



Built for Service



Blacksmiths and garagemen are determined to have the best that may be had in tools—their work today demands it.

Buffalo Forges, Drills, Blowers, Punches and Shears are backed by the critical test of over forty years. Each machine is designed to meet specific requirements. Dealers find the Buffalo line profitable sellers.

Write Dept. 37 for Complete Catalog

BUFFALO FORGE COMPANY

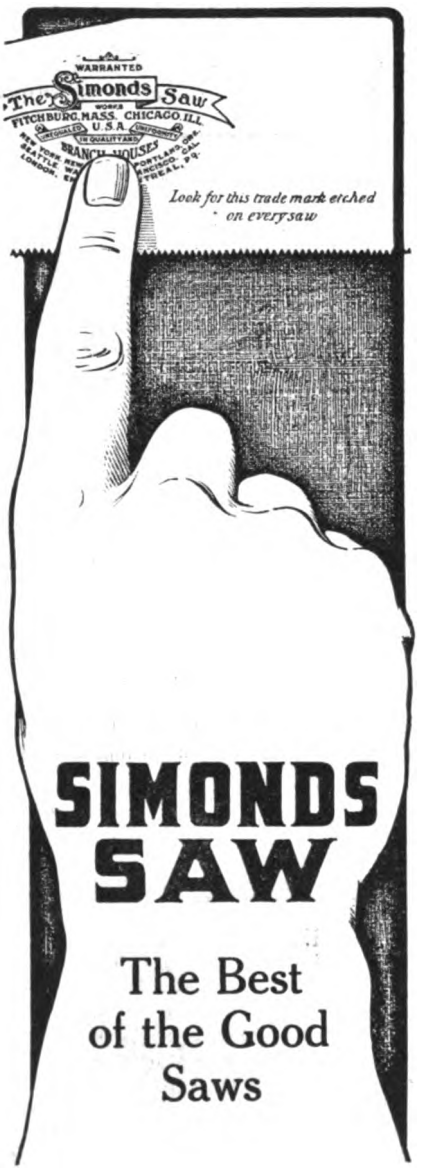
BUFFALO, NEW YORK





"Buffalo"

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The Simonds Trade Mark on a Saw is a guarantee of quality, recognized by mechanics all over the world. Hardware dealers know the value of a line of Simonds Saws. Each saw is fully guaranteed. A Simonds saw sold means a satisfied customer.

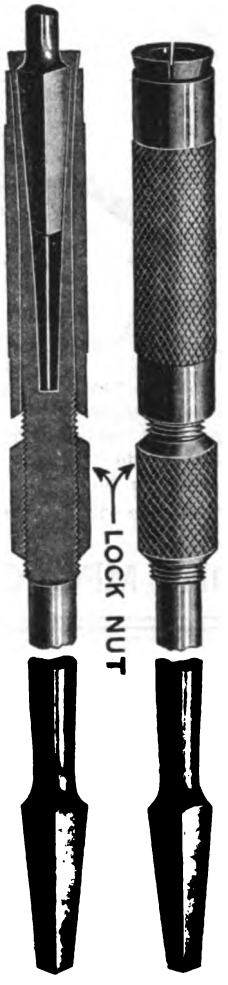
Write for terms and discounts.

SIMONDS MANUFACTURING CO.

"The Saw Makers"

Portland, Oregon — Seattle, Wash.
San Francisco, Calif. — Vancouver, B. C.

Stanley Tools



Stanley Extension Bit Holder

Used in connection with a Bit Brace, it will extend the Bit, enabling the user to bore through walls, floors, etc., where the ordinary Bit will not reach.

The Socket in which the Bit rests and the Shank for its entire length are of one piece of steel.

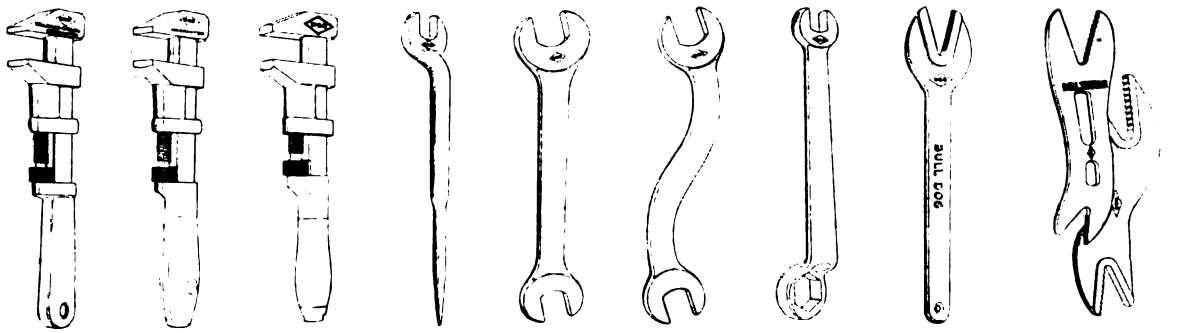
Note how the shape of the socket conforms to the Shank of the Bit. This form of construction, together with the improved Lock Nut, makes it impossible for the Bit to work loose while boring.

Any length Holder will follow up a 5/8-inch Bit. Heavily nickel plated and highly polished. Made in six different lengths.

Manufactured by

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

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Sell the Full Line

It always pays to have the one right tool for the particular need of your customer. You wouldn't think of offering a monkey wrench to a structural iron worker, or a construction wrench to the garage man. He knows what he wants, and he knows he can find it in the "W & B" line.

You'll find every requirement of machinist, engineer, structural worker, farmer, automobilist and household customer well taken care of in the "W & B" line. For 66 years every "W & B" tool has been made to the standard:

"Make it better than anyone else can make it, put your name on it and stand by it"

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Factories: Akron, O.; Chicago, Ill.; St. Catharines, Ont.
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W&B Trade Mark Reg. U. S. Pat. Off.

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Corbin products are represented as the highest quality, most uniform, most serviceable men, money, machinery and modern manufacturing methods can produce. You can't go wrong with

Corbin Automatic Screw Machine Products

The service behind them is the outgrowth of an organization devoting constant effort for many years to greater perfection.

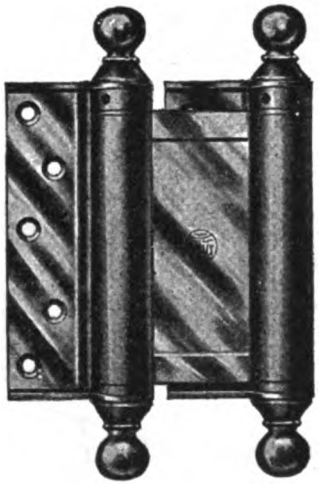
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CORBIN SCREW CORPORATION
American Hardware Corporation, Successor
NEW BRITAIN, CONN.
Branches: New York Chicago Philadelphia

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SPRING HINGES

Here is the "Triplex"—a hinge in great demand. Note its graceful lines and handsome appearance.

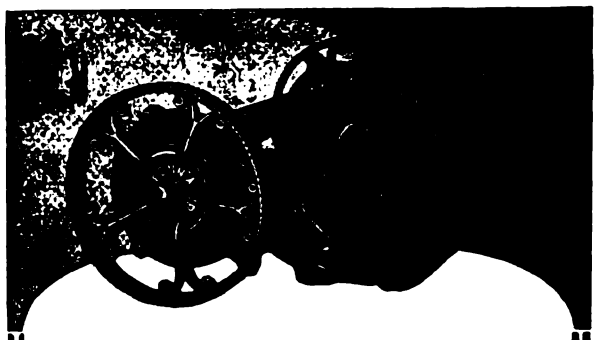


You can safely stake your reputation on its *quality* and *performance.* It swings doors faultlessly. Thousands in use.

Sell a product that brings satisfaction and nets a good profit. Keep well stocked.

Send for Catalogue H-36

Chicago Spring Butt Company,
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Pacific Coast Representatives

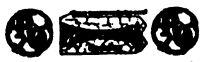


As the "PENNSYLVANIA" *Quality* Lawn Mowers you sell last through the years, their users become more and more convinced of the advisability of buying solely from you.

Sell today's new customer a "PENNSYLVANIA" *Quality* Lawn Mower and see.

PENNSYLVANIA LAWN MOWER WORKS
JOHN BRADLEY & SONS
FOUNDED 1877 PHILADELPHIA

PENNSYLVANIA
Quality



Look for this mark on the handle of all "PENNSYLVANIA" Quality Mowers.

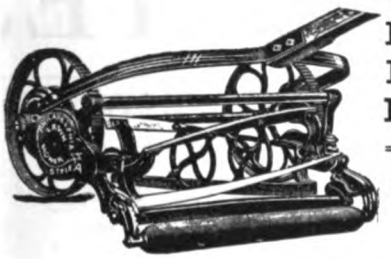
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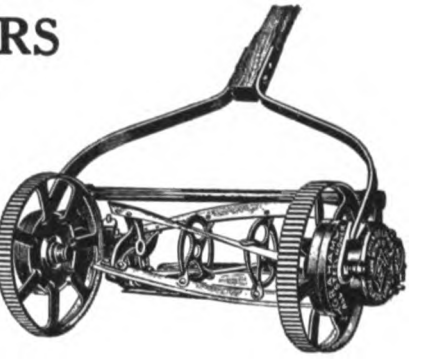
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Style "A" All Steel Vanadium Crucible Steel Blades. Practically Indestructible.

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Handle the Lawn Mower that requires the least "push"—both to USE and to SELL

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Can also furnish reach plates, rub irons, brake shoes and other gray cast iron parts.

All orders cared for promptly.

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"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

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SERVICE Brier Hill Steel Company

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BLUE ANNEALED SHEETS
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And all kinds of Formed Roofings

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For All Purposes
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7-64" to 2" in thickness
Widths ranging up to 120 inches

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Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



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IT'S GUARANTEED
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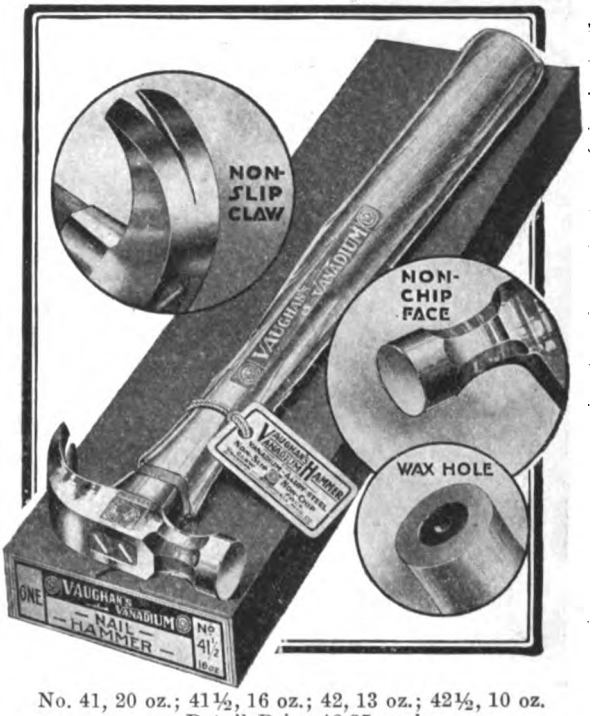
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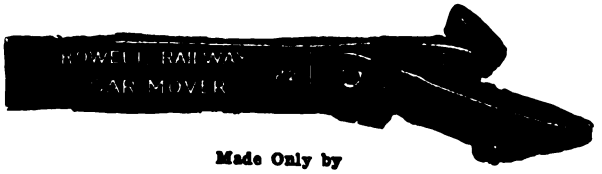


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SAMSON or ROWELL

Railway Car Mover

And Have a

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PRICE EACH, $5.00

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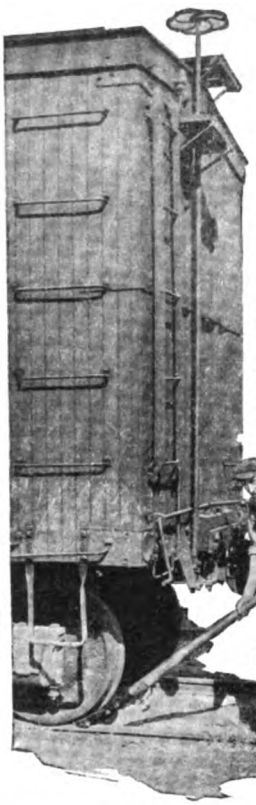


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ASK ABOUT OUR SELLING PLAN

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Hardware dealers will find ALLITH-PROUTY Hardware Fixtures for making convertible hay beds, grain beds, and stock racks a live profit maker.

You simply sell the hardware; the farmer buys the necessary lumber and makes his own combination wagon body—a rack that is unexcelled—a wagon box almost water proof—a body that slips on snug and solid—three bodies in one.

Endorsed by Agricultural Colleges

Remarkable results are secured with old or new lumber. The vital parts of the wagon body are the hardware and you might just as well sell this and satisfy your customer with a perfect convertible wagon that he can use all season. It appeals to the farmer because of its time, money and labor saving features.

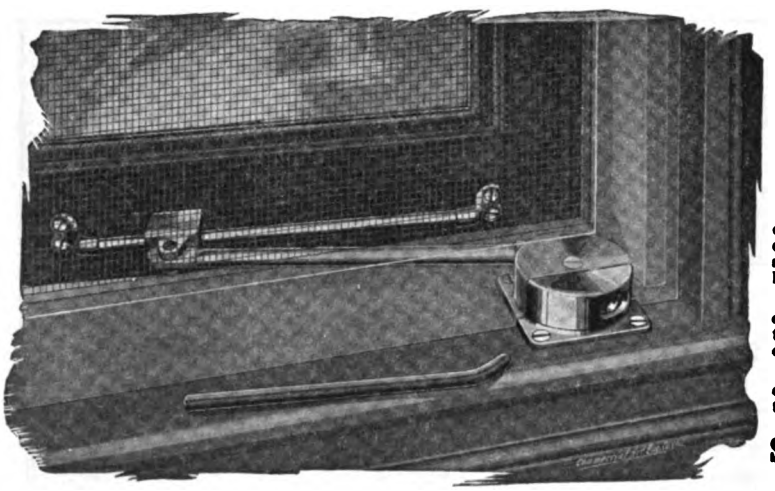
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Overhead Carriers
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Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
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EASY TO GET RID OF THE POCKET GOPHER WITH THE

O. K. GOPHER TRAP

SURE TO CATCH AND SURE TO HOLD

Manufactured by
The Abingdon Trap Co.
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FOR SALE BY LEADING JOBBERS THROUGHOUT THE WEST

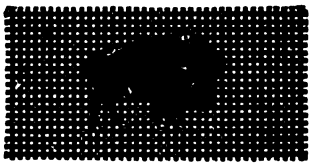


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SAGER CHEMICAL PROCESS AXES

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BULL DOG LOGGING TOOLS

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DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

THEY DON'T SCRATCH—THEY CUT

FLEXIBLE TUNGSTEN

TUNGSTEN HARD



ONCE USED ALWAYS DEMANDED

STERLING HACK SAW BLADES

Made in points 3, to points 32, and in sizes from 8"x½" to 36"x2".
We claim consistent uniformity—Blade after Blade.

Manufactured by **DIAMOND SAW & STAMPING WORKS, Buffalo, New York**
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GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

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BOMMER

DOUBLE ACTING
SPRING BUTT HINGES



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge

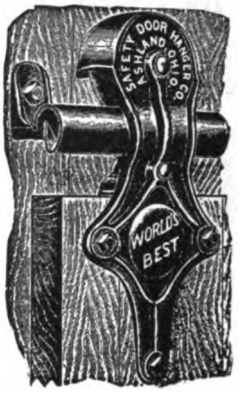
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

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"WORLD'S BEST"
IN NAME AND FACT

World's Best Tubular Track

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EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the **Easiet Running Hanger** on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.

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Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

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Send for catalogue and samples.

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ATLAS

10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

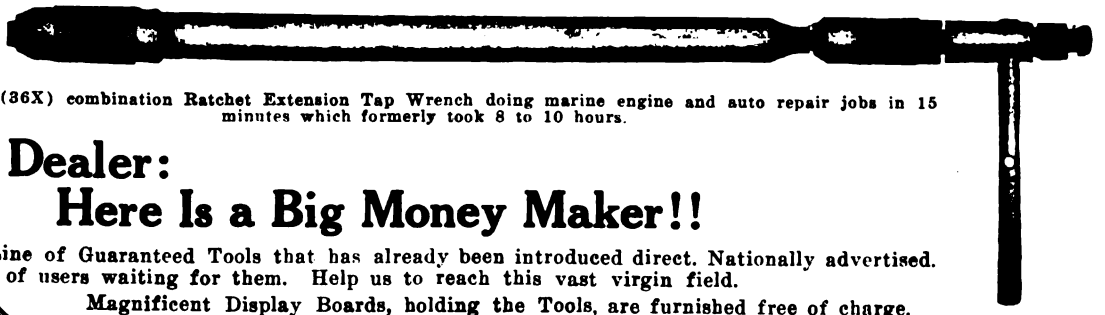
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Our 18" (36X) combination Ratchet Extension Tap Wrench doing marine engine and auto repair jobs in 15 minutes which formerly took 8 to 10 hours.

Mr. Dealer:
Here Is a Big Money Maker!!

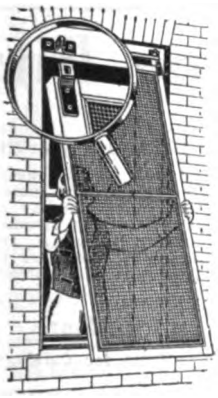
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Magnificent Display Boards, holding the Tools, are furnished free of charge.

Order through your Jobber or Direct

Write for Proposition

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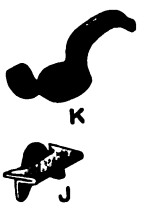
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Phenix Storm Sash Hangers and Fasteners are simplest, handiest, easiest applied, most efficient—that's why they sell best. New improvements put them in a class of their own. Write today for Catalog showing full Phenix line. Samples free.

Sold by all leading jobbers of the Northwest.



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Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
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Annealed Rivet Burrs **Follow Plates**
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PROMPT SHIPMENTS

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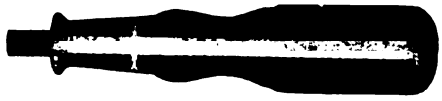
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Matchless Screw Drivers

Tempered Blade Runs Clear Through the Handle. Red Varnished Handle



No. 93	Mechanics' Square	2 to 12 inches
No. 94	Mechanics' Round	2 to12 inches
No. 95	Electricians' Round, Insulated	12 inches
No. 96	Cabinet Round	3-16x2½ to 12½ inches
No. 97	Machinists' Square	⅜x2½, 3½, 4½, 5½ in.
No. 970	Machinists' Round	⅜x1¾ inches
No. 99	Baby Round	3-16x1½ inches

Hercules Knife Handle Screw Driver

Forged Steel Handle Plate, High Carbon Steel Tempered Blade, Hardwood Handle



No. 102	Round	2 to 12 inches
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Challenge Plain Handle Screw Driver

Red Varnished Handle



Full Tempered Blade

No. 32	Mechanics'	2 to 12 inches
No. 34	Cabinet	3½ to 12½ inches
No. 36	Electricians'	2½ to 12½ inches
No. 37		3-16x1½ inches

Write your Jobber for prices.

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"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

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Enquire of Your Hardware Jobbers, or Write Us Direct. **Supplied in Sets** **Write for Catalogue**

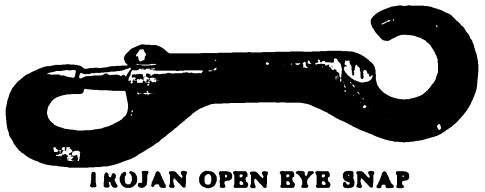
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FOR THE HARDWARE MAN

FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from ⅜ to 1½ Inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.
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OHLEN-BISHOP

CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

TOOLS AND TROWELS

—Made by—

THE OHLEN-BISHOP CO.

The Master Saw Makers

Lawrenceburg, Ind. **Columbus, Ohio, U. S. A.**

Western Trade Supplied Thru Branches at
San Francisco, Cal. **Portland, Ore.**

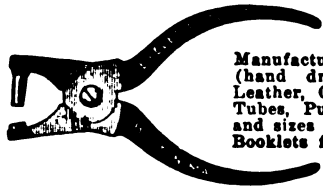
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Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

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Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

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Big Little Profit Builders

Kees Money Making Devices for Hardware and Building Material Dealers

Storm Window Time Is Here

and the simplest way to put them up is the **Kees way.** With Kees Storm Sash Hangers in place all your customer has to do is hook on the windows. No ladders needed, no awkward reaching with tools.

Kees HANGERS



allow the storm windows to be opened out any time for ventilation.

Another feature your customers will appreciate—Kees patent guide flange projecting from the side of the upper section makes it easy to slip the sash into place.

Kees Hangers make screens and storm windows quickly interchangeable. Extra eyes or lower sections fit on the same pair of hooks fastened to the building.

Each set with screws wrapped separately. Hangers and screws steel japanned.

Our free demonstration set plainly shows your customers the advantages of Kees Hangers — and sells them fast.



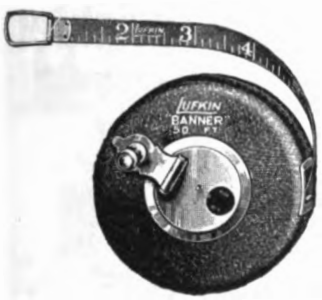
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F.D. Kees Mfg. Co. Beatrice, Nebr.



Established 1863

"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."



LUFKIN

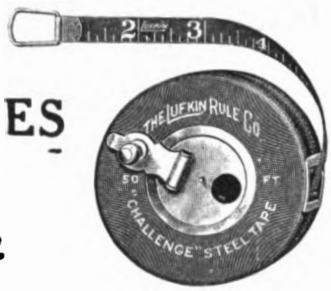
TAPES AND RULES

Favorably Known for Years

SELL WELL

THE LUFKIN RULE CO.

SAGINAW, MICH.
New York



"STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.

Trade "SEBCO" Mark

STOCKS AT

147 Cedar Street, New York
120 West Lake Street, Chicago

The Only Wrought Iron Anvil Manufactured in the United States



The body is made of wrought iron, the face of highest grade crucible cast steel.

The COLUMBUS ANVIL & FORGING CO.
Columbus, Ohio

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Rogers Wire Works, Inc.

MANUFACTURERS

ROGERS BRAND

WINDOW SCREEN WIRE CLOTH
BLACK, GALVANIZED AND COPPER

Main Office and Works, Belleville, N. J.

SALES AGENTS:

Caldwell Sales Co...320 Market St., San Francisco, Cal.
E. G. Grant Co...7902 Sycamore St., New Orleans, La.
Clifford H. Adams.....18 Drayton St., Savannah, Ga.
B. H. Vogel.....Orlando, Fla.

Sells to Every Belt User



Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO, ILL.

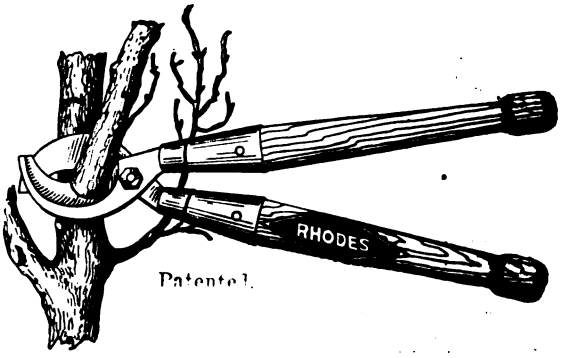
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Double Cut Pruning Shears

IN USE THROUGHOUT THE WORLD

The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

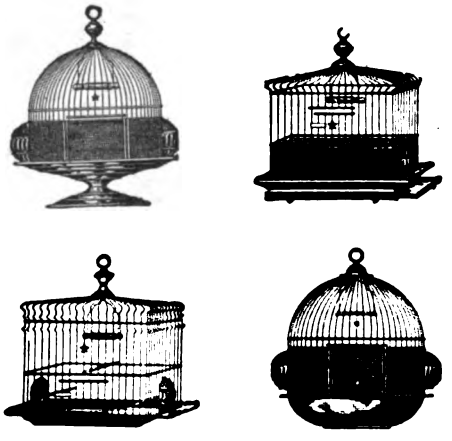
Send for circular and trade discounts.



RHODES MFG. CO.
515 S. DIVISION AV., GRAND RAPIDS, MICH.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York ***Established 1863***



Manufacturers of JAPANNED, BRASS and TINNED WIRE

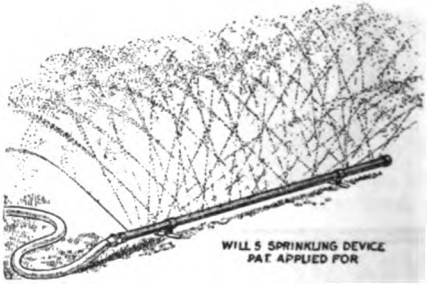
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A. L. Conger Co., 731 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle Wash., Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1918"

Three Superior Qualities

Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid Standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure.

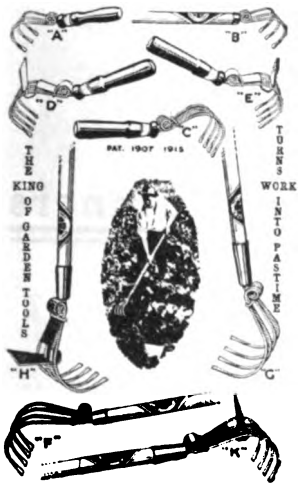
Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.
607 CROCKER ST. LOS ANGELES, CAL.

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REICHARD'S
Combination Spring-Tooth
Magic Weeder Hoes
SAVE TIME AND STRENGTH



Strong in construction, light in weight. Quick sales.

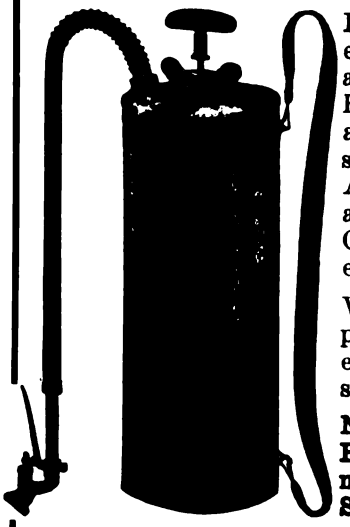
Styles and sizes for every requirement.

There is satisfaction and profit in handling the acknowledged "King of Garden Tools."

Send for Booklet and Prices.

Manufactured by
THE F. C. REICHARD MFG. CO.
Bangor, Pa., U. S. A.

SPRAYERS FOR 1920
REMEMBER
THE UTILITY LINE



Is the line of general satisfaction and comprises Hand Sprayers of all kinds, Knapsack or Compressed Air Sprayers, Portable and Barrel Outfits, Dusters, etc.

We did not disappoint a single dealer during the past season.

No One Produces Better Sprayers nor Gives as Good Service.

Albert Lea Sprayer Company
Albert Lea, Minnesota, U. S. A.
MANUFACTURERS OF
"A Sprayer for Every Purpose"
SEND FOR CATALOG.

MYERS Self-Oiling BULLDOZER POWER PUMPS



A 100% WATER POWER PUMP for YOU

FOR
Farms and Plantations
Private Residences
Dairies and Creameries
Hospitals and Sanitariums
Apartment Houses
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Mines, Oil and Gas Fields
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A truly economical and modern power pump producing a new standard of power water service not attained heretofore by old style pumps. It is self-oiling, has covered working parts, extra large valves, improved method of power application and other special features which permit operation at high speed or against heavy pressure. Different styles and sizes for any depth of well. Operation any power. Safe, dependable, practical, proven and rapidly replacing other types.

Dealers and Power Pump Men—write immediately for catalog and prices, or ask your jobber.

F. E. MYERS & BRO. Ashland, O.
Manufacturers of Pumps for Every Purpose · Hay Unloading Tools · Door Hangers
Cedar Rapids · Milwaukee · St. Louis · Kansas City · Harrisburg · Albany · New York

More Than a Million in Use
The Demand Still Growing



NORCROSS
Hand Cultivators
are favorite tools.

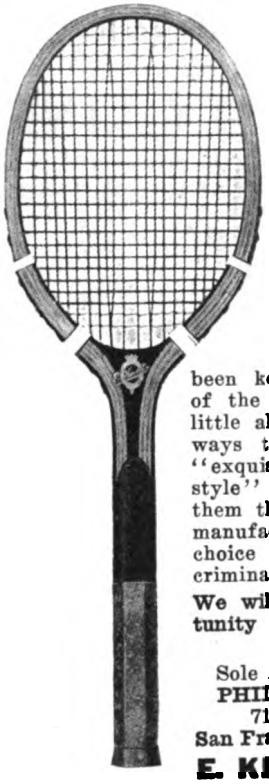
In the three sizes—they fill practically every need in cultivating and weeding.

There is a **Distinctiveness** of Quality—Class—and Finish in a **Norcross** Tool, that stands out boldly and pulls easy sales. Well made—Durable—Handsome in appearance—they sell readily — at a good profit — and you can confidently recommend them.

ASK YOUR JOBBER ABOUT THIS PROFITABLE LINE

C. S. NORCROSS & SONS, Mfr's.
BUSHNELL, ILL., U. S. A.

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ESTABLISHED 1840

That's a pretty safe guarantee in itself, but the prestige and standing of

KENT RACKETS

rests on more than age and long-establishment. They have been kept constantly abreast of the times—if anything, a little ahead of them—and always that quality and that "exquisite something called style" have served to make them the standards of racket manufacture and the first choice of informed and discriminating purchasers.

We will appreciate an opportunity to submit catalog, or prices, or both.

Sole Pacific Coast Branch
PHIL. B. BEKEART CO.,
717 Market Street,
San Francisco, - California

E. KENT, Pawtucket, R. I.

Established 1899

THE

GENUINE

Hildebrandt Spinners

and Flies

MADE ONLY BY

The John J. Hildebrandt Co.

Logansport, Indiana
Portland, Oregon

SEE THEM AT YOUR DEALERS

POCKET KNIVES
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RAZORS
RAZOR STROPS



SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE

California Stock Pattern

We specialize in Stock and Ranch Knives for the Western trade.

WESTERN STATES CUTLERY & MFG. CO.

Write for Samples and Prices Mfgrs. of Cutlery and Cutlery Products BOULDER, COLO.



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS,
122-124 N. Curtis St., Chicago, Illinois



BURNT IVORY BRAND **Second Growth Hickory Handles**

Special attention given orders for hand made Axe, Pick, Sledge and Hammer Handles.

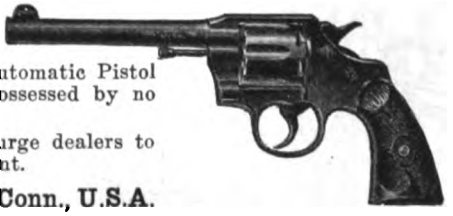
IVORY HANDLE COMPANY
Hope, Arkansas



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Here is the real home guard— a "COLT"



WHEN your customers ask for a dependable firearm for home protection, they recognize instantly your desire to serve them when you show them a Colt and tell them it is the real home guard.

The dependability and accuracy of a Colt Revolver or Automatic Pistol is only equalled by its safety—a combination of features possessed by no other firearm.

The great Colt factories are speeding up on orders and urge dealers to state their requirements for the future to avoid disappointment.

COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn., U.S.A.

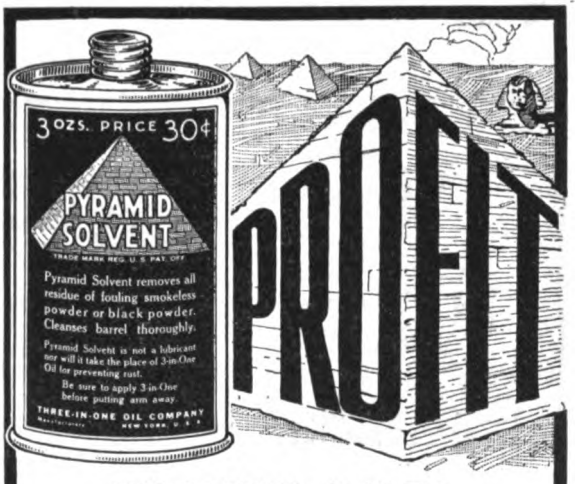
HOPPE'S NITRO POWDER SOLVENT No. 9



For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

FRANK A. HOPPE

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PYRAMID SALES PYRAMID PROFITS

Pyramid Solvent is a sales builder because
—it cleans firearms without danger of damage.
—it saves elbow grease—reduces use of brass brush.
—it is convenient—sold in 30c, 3-oz. flat can that fits pocket or shooting kit.
—it repeats, because it satisfies.
—we recommend using 3-in-One after Pyramid Solvent—making two sales and two profits grow for you where one grew before.

Pyramid Your Profits. Order from your Jobber today.

THREE-IN-ONE OIL CO.

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"PITTSBURGH PERFECT"

WIRE NAILS ALL KINDS

BARBED WIRE BALING WIRE BALE TIES

"Pittsburgh Perfect" Electrically Welded
and
"Columbia" Hinge Joint

WIRE FENCING

AT RIGHT PRICES TO YOU

Carload shipments from Pittsburgh mills to all points on the Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO., SAN FRANCISCO, CAL.

A. C. RULOFSON CO., Sales Managers, 359-363 Monadnock Building

BRANCH OFFICES: 2113 L. C. Smith Bldg., Seattle, Wash.
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COBBLER SETS



LEADER
The Right Kind for You to Handle

STAR HEEL PLATES



No. 4

FAST SELLERS
MADE IN 7 SIZES

SHOE STANDS & LASTS

THE BEST MADE



OUR PRICES ARE RIGHT, TOO.

Empire Guaranteed

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STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. **Utah and Idaho**—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah.



WAGNER Door Hangers and Tracks



Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. **Write for catalog showing entire line.**

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.

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1919 N. R. A. .22 CAL. COMPETITIONS

Like the Contests of previous years, result in victories for users of

Peters AMMUNITION

(The Original and only SEMI-SMOKELESS)

HIGH INDIVIDUAL SCORE 1999 x 2000

by Capt. T. K. LEE, of Birmingham, Ala. Keeping pace with his previous scores—WORLD'S RECORDS—4599 out of a possible 4600, and 2000 out of a possible 2000 points, all made with the (P) brand .22 Long Rifle Semi-Smokeless

INTER-MILITARY SCHOOL CHAMPIONSHIP

won by Culver Military Academy, Culver, Ind. Score 9832 x 10000, using Peters .22 Short Semi-Smokeless. This efficient shooting organization also annexed 2nd honors in the 1919 Astor Cup Match.

Semi-Smokeless Ammunition is an asset and a safe choice for any shooter who is jealous of his scores.

THE PETERS CARTRIDGE COMPANY - - Cincinnati, Ohio

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

IT'S "SOME GUN"

OUT SELLS
OUT SHOOTS
OUTLASTS
All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

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BENJAMIN AIR RIFLE MFG. CO.
611 N. Broadway
ST. LOUIS - MISSOURI



"THE BENJAMIN"

A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES PROFITS SATISFACTION

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco.

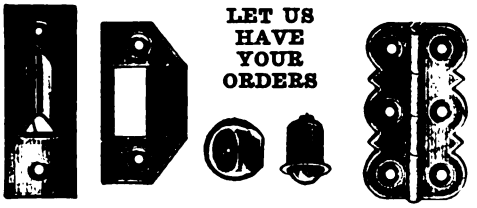
HARDWARE AGENTS WANTED



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus.
O. J. CHILDS CO., Utica, N. Y.

THE BRAINERD LINE

MOST COMPLETE LINE OF CABINET HARDWARE ON THE MARKET

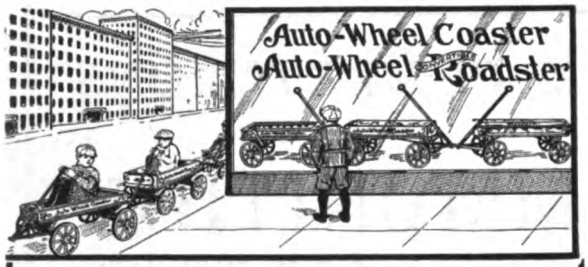


LET US HAVE YOUR ORDERS

No. 699 No. 698 No. 1170

THE BRAINERD MFG. CO., East Rochester, N.Y., U.S.A.

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Crowd Your Store With Holiday Buyers

Every boy in your Trade Territory is your salesman, bringing hundreds of people to your store if you handle

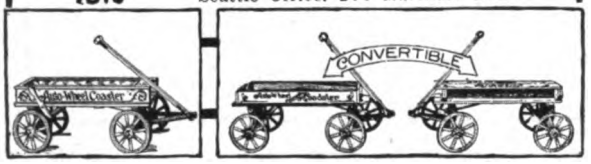
Auto-Wheel Coaster and **Auto-Wheel Roadster**

We make the boys your salesmen. We instill a desire to own one of our Coasters or Roadsters by our advertising campaigns and then send boys to you to buy.

Attractive prizes, which we offer to the boys, have caused the organization of many Auto-Wheel Clubs, and every member of these clubs is an owner of an Auto-Wheel Coaster or Auto-Wheel Convertible Roadster. And each one of these members bought from the local dealer—and his efforts to form a coaster club were responsible for many sales to his friends.

Holiday business will be remarkable this season and all dealers handling the Auto-Wheel line will earn rich dividends from this energetic salesforce. Ask your Jobber for details and terms or write us direct.

THE BUFFALO SLED CO.
Dept. A - N. Tonawanda, N. Y.
Factories: N. Tonawanda, N. Y., and Preston, Ont., Can.
New York Office, 108 Chambers St.
Seattle Office, 214 Maritime Bldg.

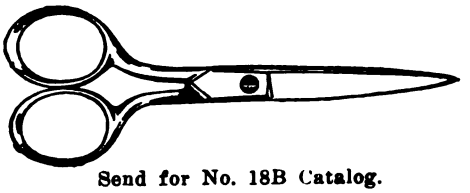


"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments sell Scissors for dealers very quickly.



Send for No. 18B Catalog.

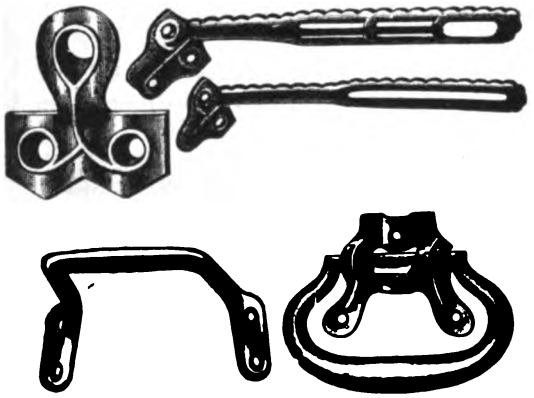
We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY
250 North Av., Bridgeport, Conn.

Represented by
JOHN T. BOWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City and Denver.

Great Assortment of

Ears, Knobs and Handles

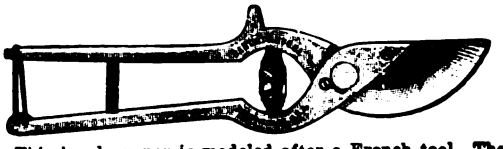


Leading Supply House in America for this Class of Goods. Ask for Samples, Catalogue and Prices.

Office—229-231 Arch Street
Store—237 Arch Street
Warerooms and Factory—100-114 Broad St.,

BERGER BROS. CO., Mfgrs.
PHILADELPHIA

No. 999 SECATEUR



This hand pruner is modeled after a French tool. The handles are drop forged from open hearth steel and the blade stamped from crucible tool steel.

Its worth and quality are guaranteed to give satisfaction to both user and dealer.

BARTLETT MANUFACTURING CO.
36 E. Lafayette Ave., Detroit, Michigan
San Francisco Office: A. RANNIE, Agt., 693 Mission St.



LANE'S Steel Wagon Jack

NO CAST METAL
NO WOOD

Strong—Light—Compact

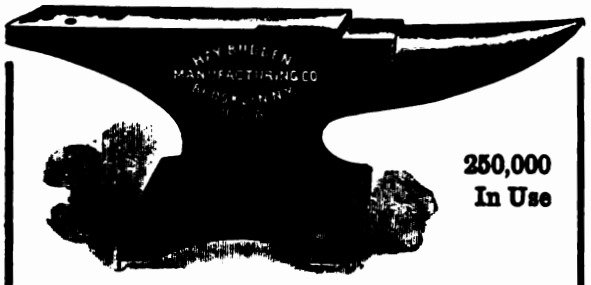
Substantial Profit to the Dealer

Have you Catalog and Latest Prices?

LANE BROS CO.
River St., Poughkeepsie, N. Y.

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HAY-BUDDEN Solid Forged ANVILS



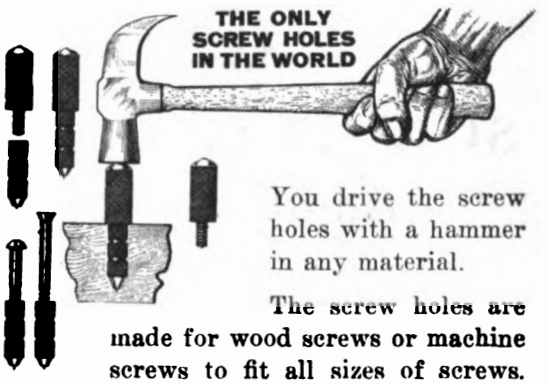
250,000 In Use

Entire top being in one piece of high-grade forged steel, makes a loose face impossible.

For over a quarter of a century, the name of "Hay-Budden" in connection with anvils has stood for perfection. The first Wrought Anvil Makers in America. Anvils made from the best American wrought iron and steel and sold by all the leading hardware jobbers.

WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Turnbull & Cox, Inter State Trust Building, Denver, Col.



You drive the screw holes with a hammer in any material.

The screw holes are made for wood screws or machine screws to fit all sizes of screws. The head is removed and you leave a permanent screw hole.

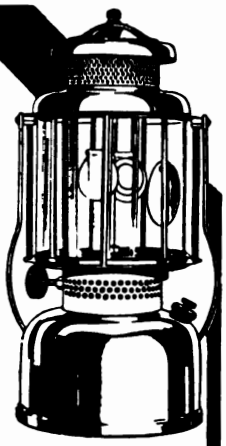
The Stine Screw Holes Co.

Manufacturers
WATERBURY, CONN., U. S. A.

ONCE A SCREW HOLE, ALWAYS A SCREW HOLE — **Department 46** — THE BIGGEST LITTLE THING IN THE WORLD

Write at once for our handsome Color Card showing screw holes in various materials, which will be sent on request, together with samples and price list.

The Friend of Dealer and User



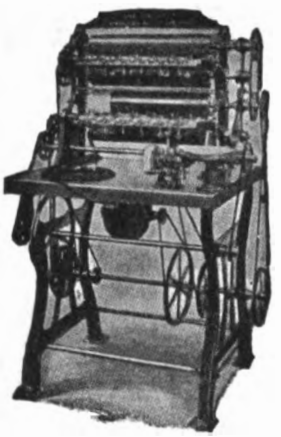
The simplicity, brilliance and economy of Coleman Quick-Lite lanterns and lamps have made friends for them all over the world. More than 15,000 dealers are enthusiastic sellers of Quick-Lites because they are so easily sold on merit, at good profit, and because they know their sale means satisfied customers.

The **Coleman Quick-Lite**

"Most Brilliant Light in the World"
—makes and burns its own gas from common gasoline. No dirt, grease, smoke, soot or bother with wick-trimming or globe-washing. Light with matches. Both lantern and lamp operate on same principle. Favorite of more than one million users in the United States alone. Write nearest office for information. Some very attractive propositions for wide-awake dealers.

The COLEMAN LAMP COMPANY
Largest manufacturers of Portable Lamps in the world
WICHITA ST. PAUL TOLEDO DALLAS
LOS ANGELES CHICAGO

Hatfield 6 Blade Sharpening Machine



You cannot stop the sale of razor blades—but you can make them pay an income.

The **HATFIELD COMPLETE SHARPENING MACHINE** will turn the trick.

It is the only machine that sharpens with a lateral motion, which gives that perfect edge for the diagonal shaving stroke—the edge that every razor man in the world puts on his blades.

These machines are right, and the business is right outside your door looking in at you—but going past.

A Hatfield machine will bring it to you.

We have four-blade, six, twelve, eighteen, and twenty-four blade machines, which with our Wonder Device will sharpen jack razors, barber clippers, horse clippers, etc.

Write for evidence of others' successes.

HYFIELD MFG. COMPANY

21 WALKER STREET NEW YORK CITY

Digitized by Google

Christmas Goods

SUGGESTIONS FOR HOLIDAY GIFTS

Andirons—Fire Sets—Fire Screens

In Polished and Antique Brass—Black, Flemish and Brass Plated Iron

ELECTRIC GRILLS—PERCOLATORS—SAD IRONS

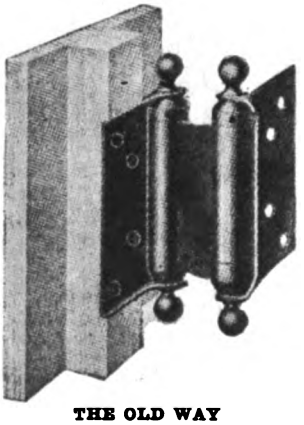
MANGRUM & OTTER, Inc. - - SAN FRANCISCO

H. ROTH & SONS COMPANY

Specialty Hardware Jobbers

SAN FRANCISCO

The Lawson "NU" Spring Jamb Hinge



THE OLD WAY

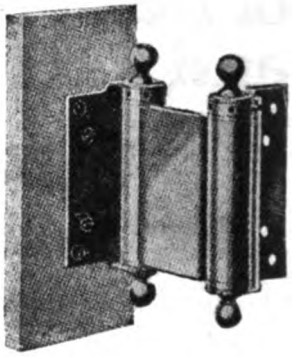
No hanging strip required.

More easily and more quickly applied.

Construction is stronger and better than any other spring hinge on the market.

It gives far more solid support fastened to the door jamb than if a hanging strip were used.

Approved by leading architects everywhere.



THE LAWSON WAY

ASK OUR SALESMAN

H. ROTH & SONS COMPANY

942-944 Mission Street - - - - SAN FRANCISCO

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Dunham, Carrigan & Hayden Co.

Wholesale

Hardware Distributing Agents

San Francisco, California
U. S. A.

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Clover Leaf Manila Rope

PRIME CORDAGE REQUISITES

QUALITY
APPEARANCE
SERVICE

Clover Leaf Brand
Meets All the Foregoing

Trade Mark

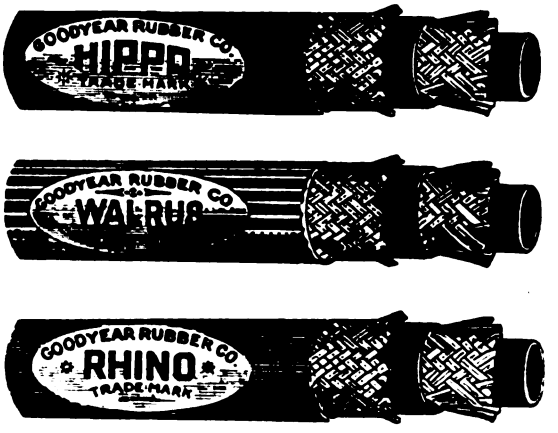
MANUFACTURED BY

The Portland Cordage Company

Portland, Oregon *Seattle, Washington*

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

539 Mission Street **SAN FRANCISCO, CAL.**

Nos. 61, 63, 65, 67 Fourth St. & Pine St. **PORTLAND, OREGON**

GOODS SOLD TO THE TRADE ONLY

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TOOLS



Pexto
Stanley
Lufkin
Klein
Marshalltown
Maydole
Disston
Yankee
Walden

Gathered to Give Service to Retail Dealers

Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale only.

H-W-2

HONEYMAN
Hardware Company

Ninth and Hoyt Sts. Fourth and Alder Sts.
PORTLAND, OREGON

Winchester and Remington
Shotguns, Rifles, Carbines

Selby Black Loaded Shells
Winchester, Remington and U. S. Metallic Ammunition

Outing Clothing
Aladdin, Dux-bak and Kamp-It
For men and women.

Boys' Bicycles

Overland Wagons

Hand Cars, Velocipedes

Boys' Chests of Tools

A. M. HOLTER
Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER
Hardware Company

Spokane, Wash.

WHOLESALE

High Grade Auto Accessories

Acme Paints
Monarch Ranges
Schuttler Wagons
Mill, Mining and Logging Supplies

Sargent Hardware
Peninsular Stoves and Ranges
Diamond Tires

Prompt — Courteous Service

Digitized by Google



ALWAYS GIVES GOOD SERVICE

Pioneer is as strong and sturdy as the Pioneers who delved for gold in '49.

31 years' experience are back of every roll of Pioneer.

Pioneer Roofing is a standardized building material that is specified and used all over the Pacific Coast.

HOW ARE YOUR STOCKS OF

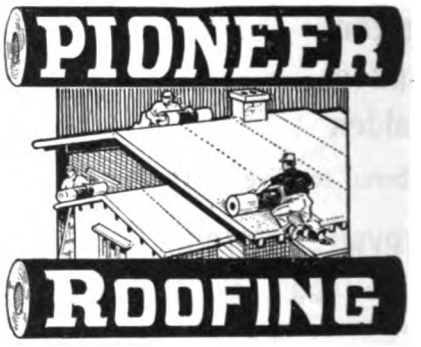
PIONEER ROOFING, INSULATING AND BUILDING PAPERS, DEADENING FELT AND SHEATHING PAPER

WRITE FOR SAMPLES AND PRICES

Since 1888 **PIONEER PAPER CO.**

Manufacturers

247-251 South Los Angeles St. LOS ANGELES, CALIF.



NEW HAVEN SLUMBER STOPPER

ONE DAY ALARM

With Radium Dial and Hands

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.



Height....5¾ inches
Dial.....3¾ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3¾ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE HARDWARE

Pipe and Fittings	Sargent & Co.
Canton Steel	Builders' Hardware
Ammunition	Mill and Mining
Sporting Goods	Supplies
Blacksmith Supplies	

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I'LL SAY SO!!

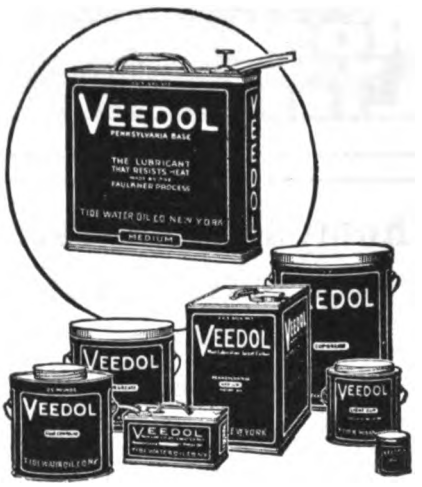
When those two fellows, GORMULLEY & JEFFERY (G & J), years ago started making G and J Bicycle Tires that we used on our school-day Bikes (remember—you bet you do) they certainly started out well, for today we have the same ingenuity in Automobile Tires—**G AND J TIRES.**



EH!—Wouldn't you rather have the **VALUE IN THE TIRE** itself than in advertisements costing ten thousand dollars an issue to tell you about them?

The G and J Tire Company thinks you would, and have always said, "We put the money in the tire." Quiz a user—he knows.

Install G and J Tires, then finish the job with Veedol Oil for the engine and **LUBRIKO** grease for the differential.



LUBRIKO? Oh, yes! **LUBRIKO** never loses its consistency, keeping the gears covered at all times and will not melt under 115 degrees, thereby protecting the gear-mechanism and adding to the efficieney of the brake bands.

One application is sufficient for 15,000 miles on Touring Cars and 5,000 miles on trucks.

Yes, I'll try anything once.

Cordially yours,



Baker, Hamilton & Pacific Co.

SAN FRANCISCO, CAL.

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HAMMOND LUMBER COMPANY

WHOLESALE HARDWARE

SPECIALIZING IN BUILDERS' HARDWARE

**Sargents Locks and Hardware,
Nails, Bolts and Barbed Wire,
Beaver Board, Plaster Board,
Upson Board.**

**Galvanized and Painted Corrugated Iron,
Northwestern Expanded Metal Lath.
Composition Roofings, Screen Cloth,
Netting.**

Full and complete lines of these materials stocked in carload quantities. We solicit your inquiries

Offices and Warehouses, Twentieth and Alameda Streets Los Angeles, California

Your Prospective Customers

are listed in our Catalog of 99% guaranteed Mailing Lists. It also contains vital suggestions how to advertise and sell profitably by mail. Counts and prices given on 9000 different national Lists, covering all classes; for instance, Farmers, Noodle Mfrs., Hardware Dealers, Zinc Mines, etc. *This valuable reference book free.* Write for it.

Send Them Sales Letters

You can produce sales or inquiries with personal letters. Many concerns all over U. S. are profitably using Sales Letters we write. Send for *free* instructive booklet, "*Value of Sales Letters.*"

ROSS-GOULD Mailing Lists St. Louis



With the——

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office, 836 Hamilton Avenue, Allentown, Pa.



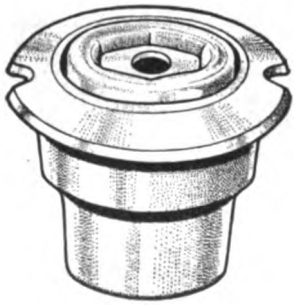
We make TUCKER PEERLESS

COTS AND CAMP FURNITURE, MOPS
Tents, Awnings, Covers, Leggins, Carpenters' Aprons

4 Factories. Write for Prices. Prompt Shipments.

TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.

Thompson Adjustable Sprinkler Heads



For Permanent Lawn Sprinkling systems embody the utmost simplicity in construction and efficiency in operation.

Made of brass and zinc,
Will last a lifetime

Write at once for folder or information regarding sprinkling systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue,
LOS ANGELES

CASTERS



WHEELS, WHEELBARROWS, STORE AND FACTORY TRUCKS, CONCRETE MIXERS, ETC.

Have you our catalog?

KEEP YOUR ON WHEELS

San Francisco, Cal.

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SERVICE UNDER DIFFICULTIES

—Not the old-fashioned kind, but above the average—

Our Stock of Fall and Winter Hardware
Requirements Is Complete, and Includes

STOVES AND RANGES
STOVE PIPE AND ELBOWS
STOVE BOARDS AND COAL HODS
MEAT AND FOOD CHOPPERS
LANTERNS AND LAMP GOODS
GUNS AND AMMUNITION
ICE SKATES AND SKIS

HAND SLEDS
DRIVING GLOVES AND AUTO ROBES
AUTO HEATERS AND FOOT WARMERS
RADIATOR AND ENGINE COVERS
TIRE CHAINS
FOOTBALLS AND STRIKING BAGS
BASKET BALLS AND GYMNASIUM GOODS

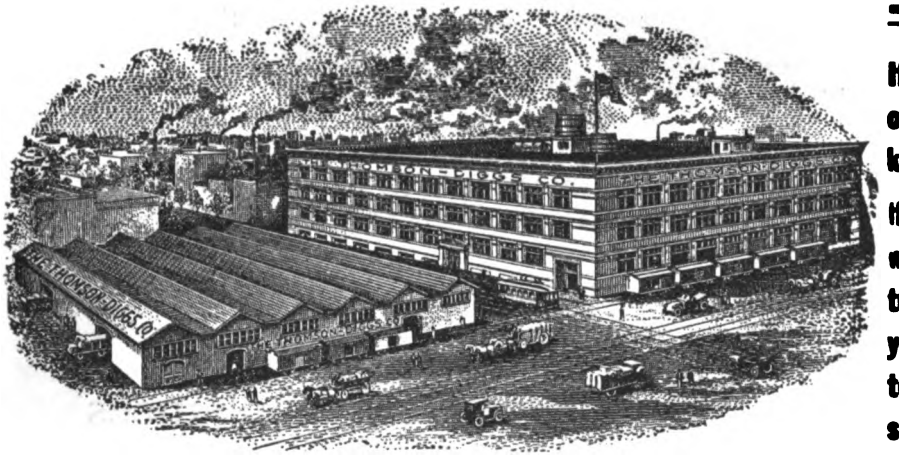
SALT LAKE CITY, UTAH

The Salt Lake Hardware Co.

POCATELLO, IDAHO

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

Digitized by Google

FRANK A. BARE
President

O. B. BARE
Vice President

The Tritch Hardware Company

DENVER - - COLORADO

JOBBERS



DISTRIBUTORS IN THE ROCKY MOUNTAIN REGION OF

Aladdin Aluminum Utensils
Aladdin Enameled Steel Utensils
American Beauty Electrical Appliances
Coleman Lamps
Safety Sleds

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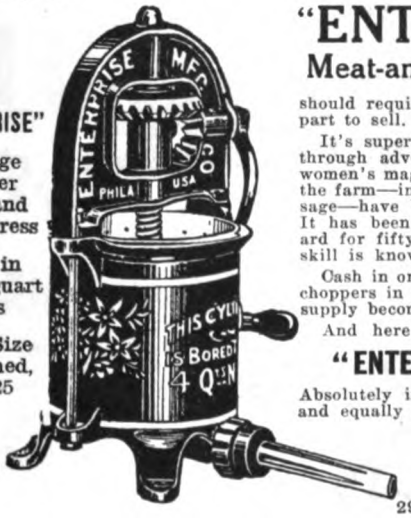
Your Customers Know Its Cutting Principle—

STEEL KNIFE AND PERFORATED PLATE

It is famous for the manner in which it shears or chops the toughest, most stringy meat, without tearing it, and without wasting any of the nourishing juices. That's one reason why the



"ENTERPRISE"
Meat-and-Food Chopper
No. 5 Family Size $3.50
Larger Sizes $5.50 Up



"ENTERPRISE"
Sausage Stuffer Lard and Fruit Press
Made in 2 to 8-Quart Sizes
4-Qt. Size Japanned, $12.25

"ENTERPRISE" Meat-and-Food Chopper

should require so little effort on your part to sell.

It's superiority has been acclaimed, through advertising to housewives, in women's magazines. Its advantages on the farm—in the making of better sausage—have been told in farm papers. It has been recognized as the standard for fifty years, wherever culinary skill is known.

Cash in on this popularity. Keep a prominent display of "ENTERPRISE" choppers in your window and on your counter. Write your jobber before your supply becomes low.

And here is another "ENTERPRISE" specialty it will pay you to carry, the

"ENTERPRISE" Sausage Stuffer, Lard and Fruit Press

Absolutely indispensable to the farmer who makes his own lard and sausage; and equally useful to the housewife who makes her own fruit juices and jellies.

"ENTERPRISE" Literature furnished any dealer on request

THE ENTERPRISE MFG. CO. OF PA.

New York 29 Murray Street, Philadelphia, U. S. A. San Francisco 77 O'Farrell St.,

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*
El-an-Ge Enameled Ware
and
Pearl-Agate
Turquoise Enameled Ware

New York Chicago Boston San Francisco

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WHITON HARDWARE CO.

WHOLESALE

HARDWARE

A MOST COMPLETE

STOCK

WE HAVE IT

Quality Coupled with Service Gives Satisfaction

SEATTLE

Offices and Salesrooms, 104-14 1st, South

Warehouses, 1919-21-23 1st, South
618 1st Avenue, South
1918 Utah Street
1743 Utah Street

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ALUMINUM

MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the *"REAL SOLID"* Line the most complete on the market.

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company

WOOSTER, OHIO



3 Sizes Pail

Witt's yellow label

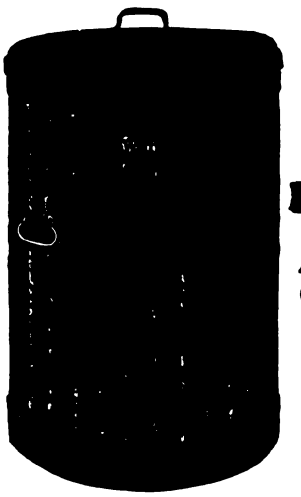
—Guarantees you quick sales
—Guarantees your customers complete satisfaction

Quick sales for you because Witt's Can and Pail is the only advertised, only known-by-name article of its kind on the market. The demand is there, waiting for you to display the goods.

Satisfaction for your customers because Witt's outlasts two ordinary cans; is 29 times stronger than plain steel; possesses many exclusive features found in no other can.

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Weil Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco
Thomson-Diggs Co.	Sacramento, Cal.
M. Seller & Co.	Portland, Seattle, Spokane
Whiton Hardware Co.	Seattle
Honeyman Hardware Co.	Portland



4 Sizes Can

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ROCK-A-BYE NURSERY SPECIALTIES



WALKER No18



SWING No1 SWING No2



BED No3

NURSERY SEAT  No15



PLAY YARD No4



HIGH CHAIR No5



AUTO BED No23



SWING No19



JUMPER No17



AUTO BED No16



AUTO SEAT No6

POP UP LAWN SPRINKLER




Closed

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half-inch connections. Has 25′-0″ distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.
PITTSBURG VALVE & FITTING CO., Barberton, Ohio.
or
AUTOMATIC LAWN SPRINKLER CO.
209 Scott Bldg., Salt Lake City, Utah


Open

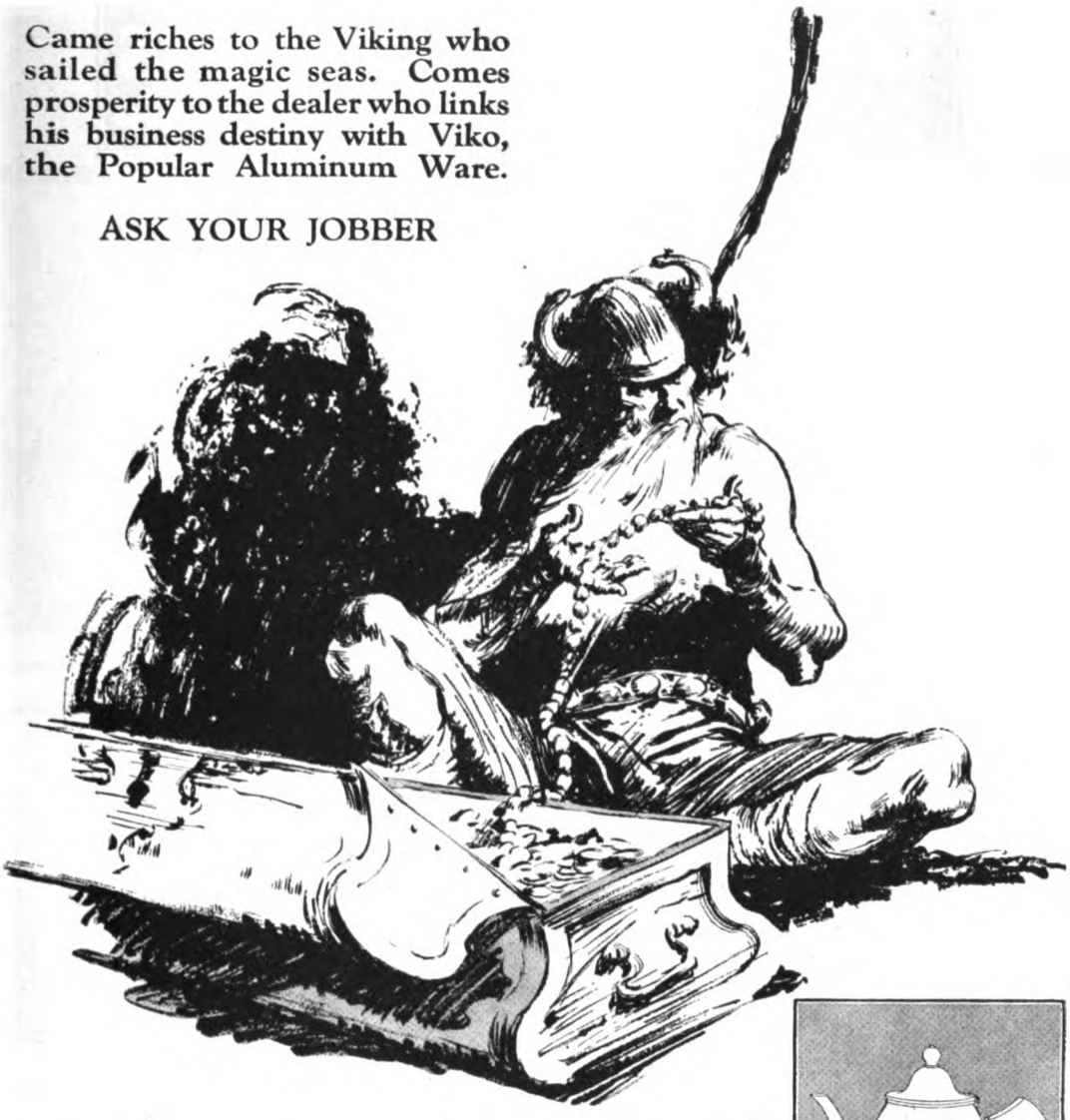
POP UP LAWN SPRINKLER

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VIKO
ALUMINUM

Came riches to the Viking who sailed the magic seas. Comes prosperity to the dealer who links his business destiny with Viko, the Popular Aluminum Ware.

ASK YOUR JOBBER





Tea Pot—One of the many Vikó utensils

VIKO

The Popular ALUMINUM

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Queen Incubators
Built to Hatch Without Trouble



There is money in an Incubator Department, but it is absolutely necessary to handle a line of Incubators that satisfactorily deliver the chicks.

The Queen is known throughout America as a high-grade moderate-priced Incubator that hatches chicks that live and grow. Write us.

Queen Incubator Company
Lincoln, Nebraska

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A NEW CORCO PRODUCT

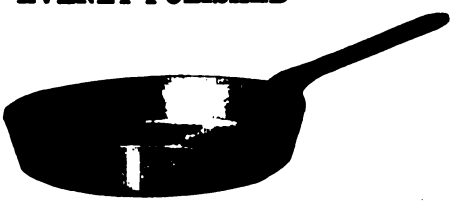
REG. U.S. PAT. OFF.

The FRIAR Line

OF

EXTRA HEAVY STEEL SKILLETS

SMOOTH **EVENLY POLISHED** **UNBREAKABLE**



MADE IN FIVE SIZES

No.	7	8	9	10	11
SIZE	9 Inches	10 Inches	11 Inches	12 Inches	13 Inches

WHITAKER-GLESSNER COMPANY

Wheeling Corrugating Department

Main Office and Works, Wheeling, W. Va.

New York, Philadelphia, Chicago, Richmond, St. Louis, Chattanooga, Kansas City, Minneapolis

TRADE MARK

QUICK MEAL

Everybody knows of "QUICK MEAL" Stoves. But do you know we make a new Oil Stove? And that it will be a winner?

Ringen Stove Co. Div., St. Louis

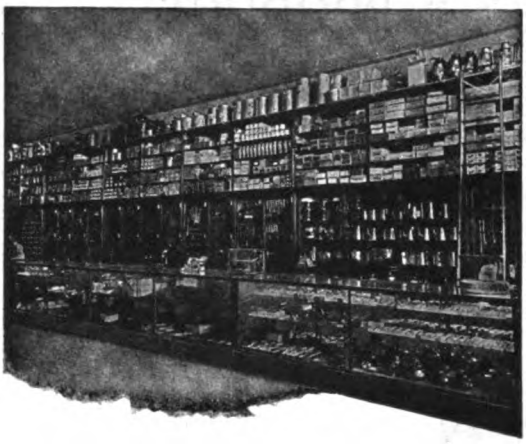
C. H. SCHIECK

Pacific Coast Agent

715 Indiana Street, near 19th Street, San Francisco, Cal.

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Hidden Hardware Won't Sell Itself



Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

DULUTH SHOW CASE CO.
DULUTH, MINNESOTA

BOOST YOUR STOVE SALES WITH
—the—

BOOMER CANNON

The ideal stove for factories, stores, schools, garages and warehouses.

Made in six sizes, Nos. 1, 2, 3, 4, 5 and 6.

A sheet iron drum may be attached, which increases its heating capacity.

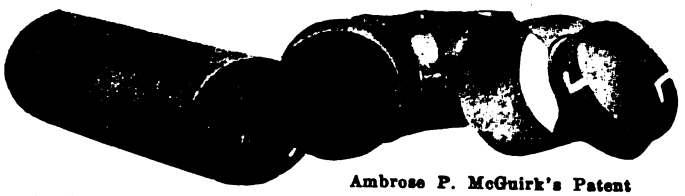
Bulletin illustrating and describing this stove and giving weights and fire pot diameters, may be had on request.

The prices we are quoting at present, are much below the general market prices on such stoves.

THE HESS-SNYDER COMPANY, Mfgrs.
Massillon, Ohio

SAFETY INTERLOCKING STOVE AND FURNACE PIPES

Fire Preventing

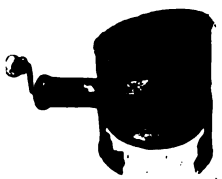


Home Protecting

Ambrose P. McGuirk's Patent

Our Asbestos-Covered Interlocking Furnace Pipes, Interlocking Stove Pipes, Interlocking Asbestos-Covered Flue Thimble, Interlined Interlocking Ring Flue Caps and Interlocking Elbows are not luxuries nor needless accessories. They are very necessary where stoves and furnaces are used. By fastening and cementing the Flue Thimble in the Flue Hole, and putting in and turning the pipe joint and locking it firmly therein, it can't pull out or be pushed in too far. Each successive pipe link is locked to the receding one, until the whole pipe is firmly locked together, and to the Stove Collar, so that the pipe can't fall down. When the pipe is taken down put in the Flue Cap and lock it, making the flue hole fire safe.
Every home and factory owner is morally liable for impending fires on his property, and as fast as flames reap losses will our dealers reap profits on our Fire Safe, Rust Proof, Interlocking Pipes, Flue Thimbles, Caps and Elbows.
Send for Price List and Descriptive Statement.

SAFETY INTERLOCKING STOVE PIPE CO., MT. PLEASANT, IOWA



Sectional View Showing Construction

GENUINE
HUNTER'S SIFTER
The Standard for a Quarter-Century

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO
Bender Street Hamilton, Ohio



THE PACKHAM
Stove Pipe Crimper and Beader

MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

"ANSONIA" NAIL CLIP 15 CENTS

Made by the makers of the "Gem" Nail Clipper Twelve in a box or 12 on a display card.



Write
H. C. COOK CO. - ANSONIA, CONNECTICUT

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RUTENBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

write for our complete Catalog and Trade Discounts.

RUTENBER ELECTRIC CO.

Marion, Ind., U. S. A.



TRINER "LIBERTY"

PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

Same style, tile top.

Blue enamel finish, glass front, tile top.

Insist on the Triner. Your jobber can supply you.

TRINER SCALE & MFG. CO

West Twenty-First Street Chicago, Illinois

W. P. Horn & Co.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Oregon

Did You Receive This Poster?

This beautiful illustration in colors of the Duplex Fireless Stove is only one of our many sales features to help you build business.

It is backed by distinctive advertising to millions of women in leading magazines, which is doubling and tripling Duplex Stove business.

Back of these sales helps is a fireless stove which offers the highest quality—individual features—and greater values than any other you can buy or sell.

The Duplex gives you better profit and quicker "turn-over." There are hundreds of sales in your locality. Such features as the poster shown above—the advertising—and the product itself will make good profit for you every month in the year.

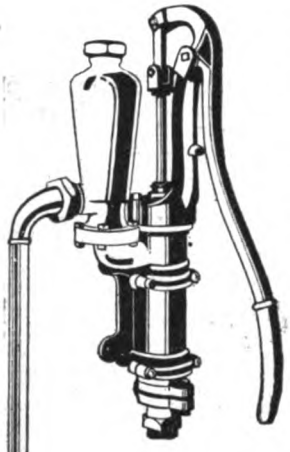
Write—now—for the new dealer's catalog showing all sizes in colors and our fair-and-square dealer's proposition.

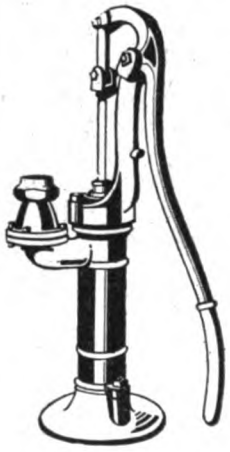
DURHAM MFG. CO.

MUNCIE, IND.

NEW YORK OFFICE—108 CHAMBERS ST.
CHICAGO OFFICE—170 WEST RANDOLPH ST.
LOS ANGELES OFFICE—1643 FIFTH AVE.

Digitized by Google





THERE'S ALWAYS A DEMAND FOR

Goulds House Force Pumps

THESE PUMPS are always in demand because of their great convenience. They are so designed that the handle can be swung around to any position. This feature makes it possible to locate the pump in a corner or other awkward position.

Goulds House Force Pumps are used for pumping water from cisterns and wells to various parts of the house. They lift and force water from 50 to 75 feet, according to size.

With one Goulds House Force Pump and a set of interchangeable parts, you can build up any one of eight models. This saves storage space and permits you to carry a sufficient stock for your trade with only a small investment. And, like all other Goulds Pumps, these pumps are guaranteed to satisfactorily perform the work for which we recommend them.

The Goulds Manufacturing Company

Main Office and Works — Seneca Falls, N. Y.

New York, 16 Murray St. — Boston, 58 Pearl St. — Chicago, 12 S. Clinton St.

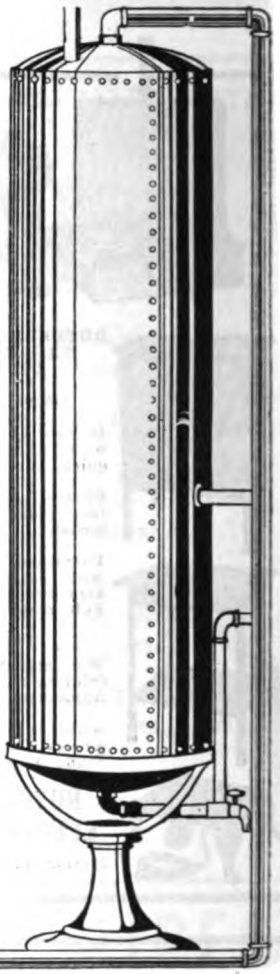
Philadelphia, 111 North Third Street — Atlanta, Citizens Bank Building

Pittsburgh, Oliver Bldg. — Detroit, Dime Bank Bldg. — Houston, Carter Bldg.

GOULDS PUMPS

1848 "For Every Service" 1919

Northwest Agent, D. L. Herman.
214 Maritime Bldg., Seattle, Wash.





DIXON'S
Ticonderoga Flake Graphite

THE WORLD'S STANDARD

Thousands of dealers throughout the world consider Dixon's Flake Graphite indispensable to their stock—a 90-year reputation has built up a steady demand for it.

Your customers ask you for it—can you supply them?

Write for Booklet No. 230-C and prices.

Made in JERSEY CITY, N. J., by the

JOSEPH DIXON CRUCIBLE COMPANY

Established 1827



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

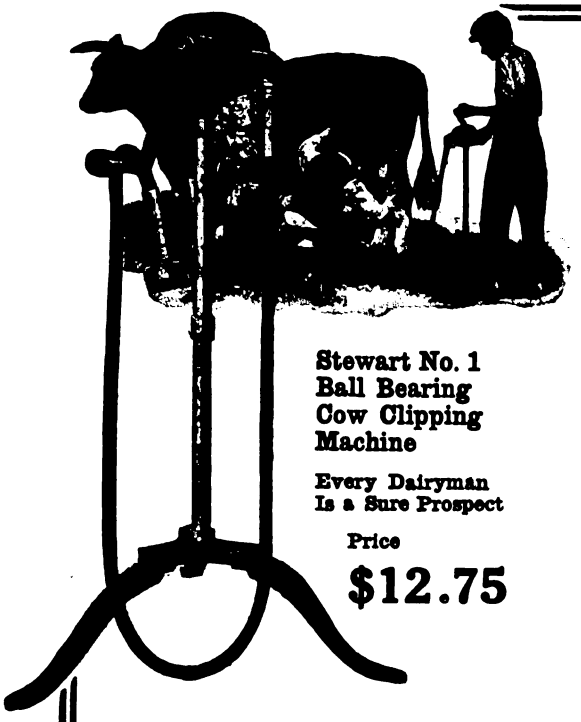
T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.

1852 TROY, N. Y. 1918

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Stewart No. 1
Ball Bearing
Cow Clipping
Machine

Every Dairyman
Is a Sure Prospect

Price

$12.75

Be a Live One

Have a Stock of STEWART CLIPPING MACHINES Ready for the Dairy Farmers

RIGHT NOW the live hardware man is anticipating the call for clipping machines for keeping dairy cows in good condition during the winter months.

The United States Department of Agriculture, Boards of Public Health, dairy authorities, prominent dairy farmers and dairy publications are all urging cow clipping as an absolute necessity for producing clean milk.

By clipping the flanks and udders of all dairy cows at frequent intervals, especially during the months right ahead, these parts may be readily cleansed before milking, and the milk is not contaminated from filth dropping into it.

Many communities demand that all certified dairies clip their cows regularly. Your community will soon take such action if it has not already done so.

Some of our friends among the dairymen also clip to keep the skin and the entire system in order, particularly two or three months previous to freshening—clipping and keeping the skin clean being one of the best ways to improve the animal's general health.

We are expecting a vigorous demand for Stewart Clipping Machines for clipping cows this coming season. Have a substantial stock on hand, and you'll get the benefit of the popularity that is sure to come.

Stewart Clipping Machines are used for clipping horses the country over, and their substantial construction and dependable work are well known. These machines are just as satisfactory for cow clipping, and can also be used on horse clipping in the spring and fall.

Get in touch with your jobber or with us direct—see that your name is on our list for selling literature that will help you make more sales. We are ready to back you for this season's demand.

Send that request for sales helps and order your stock TODAY.

CHICAGO FLEXIBLE SHAFT COMPANY

5604 Roosevelt Road, Chicago, Ill.

United States Public Health Reports—No. 85

"15. Clipping — Long hairs shall be clipped from the udder and flanks of the cow, and from the tail above the brush. The hair on the tail shall be cut so that the brush may be well above the ground."—Adopted by The American Association of Medical Milk Commissions.

Standard of Certified Milk Producers Association of America

"Long hair on the udder and surrounding parts shall be clipped."

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"IRON HORSE"

"AS STRONG AS THE

QUALITY—STRENGTH

ROCHESTER CAN CO.







The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.

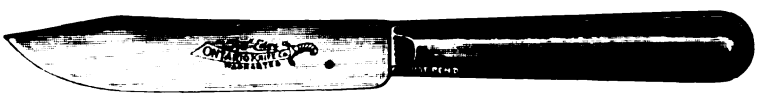


BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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METAL WARE

NAME IMPLIES"

—DURABILITY

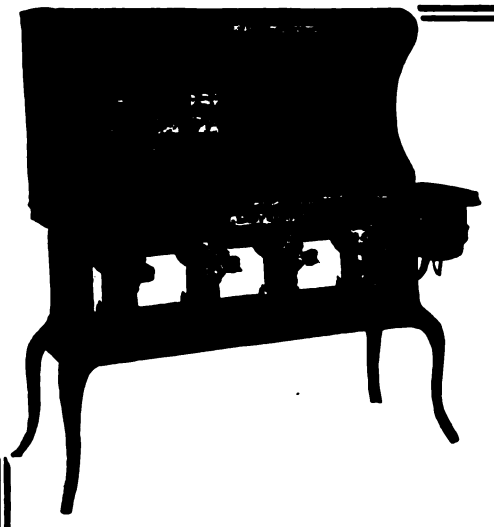
91 Hague Street, Rochester, N. Y.











LADY ELGIN

Oil Cook Stoves

have scientifically constructed burners which produce a clean blue flame like gas.

Operation is simple and affords perfect control at low, medium and high flame. Automatic wick stop at high flame prevents smoking.

You can personally guarantee the LADY ELGIN to your customers, for we back this guarantee—just as we have done for many years with ELGIN BAKE OVENS.

ASK YOUR JOBBER **ORDER ELGIN COOKS AND OVENS NOW**

Get Benefit of our Spring Terms

ELGIN STOVE & OVEN CO. - Elgin, Illinois

BEH & CO., Eastern Distributors, 106 Franklin St., New York

Digitized by Google

Operollos are Big "Turn-Overs"—They Make Good

A PHONOGRAPH LINE THAT MAKES YOU A WORTH-WHILE PROFIT



Model 95

Phonograph Music is a stock you can "play" in absolute certainty of profit.

The market is as sound as the American Home.

Operollo has been designed and constructed at a time when costly experiments are unnecessary.

It comes in **FOUR STANDARD POPULAR-PRICED MODELS**—concentrating value in a way impossible to other instruments.

The motor is a reliable mechanical achievement.

The tone chamber is vibrant with music, clear as a bell and the tones of the voice are brought out clear and distinct.

In finish the Operollo has the attractiveness of the best cabinet making.

It belongs in your home and homes of your customers.

After the first profit comes the **CONSTANT DEMAND** for records.

ORDER A SAMPLE OPEROLLO TODAY

It will please you and convince you, too. We send our unusual liberal dealer's discounts on request.

OPEROLLO PHONOGRAPH COMPANY

54 W. LAFAYETTE BOULEVARD, DETROIT, MICHIGAN

White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:

New York City — Boston, Mass. — Atlanta, Ga. — Dallas, Texas, — San Francisco, Cal. — Denver, Colo. — Melbourne, Australia

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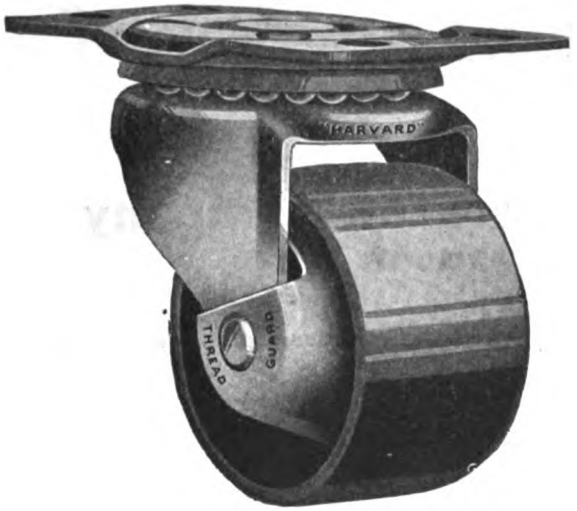
Are You Getting Your Share?

Hardware World Dealers all over the country are "cashing in" on the new "Harvard" Ball Bearing Truck Caster. Are you one of them or have you overlooked this opportunity to increase your sales?

The new "Harvard" Ball Bearing Truck Caster is constructed of extra heavy gauge steel. The axle is also made of extra heavy steel. The wheel is cast iron. This caster is much lighter than ordinary iron casters yet is practically indestructible. It is unequalled for strength and durability. The large 5-16 inch ball bearings make them easy running and turning.

Our new "Harvard" Ball Bearing Thread Guard Caster shown below has proved a big seller to shoe factories and mills where lint and threads from the floor are apt to twist around the wheels and prevent free action. Their big feature is the steel guard which prevents this and their 7-32 inch ball bearings.

Every Hardware World dealer should have our descriptive circular No. 105 H. W., showing our complete line. Write for one.





The Bassick Company

General Offices
Bridgeport, Conn.

The M. B. Schenck Co. Division

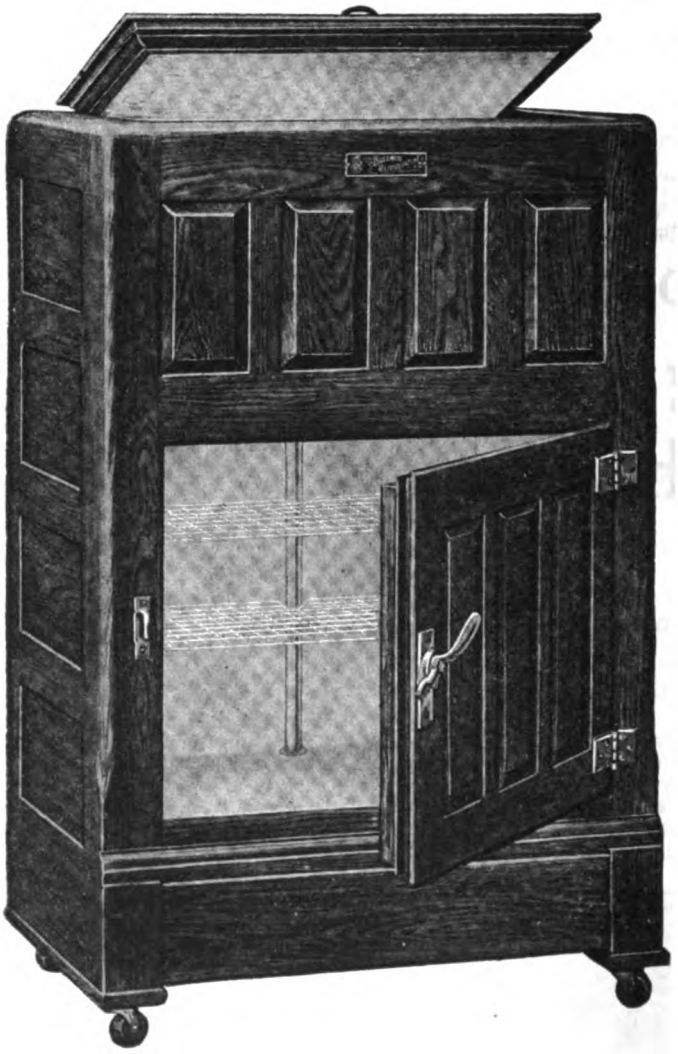
Universal Caster & Foundry Works Division

The Burns & Bassick Company Division

Address all inquiries to Bridgeport, Conn.

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BALDWIN DRY AIR REFRIGERATORS



The Baldwin Refrigerator Company

BURLINGTON, VERMONT

Stock Carried by HEYMAN-WEIL CO., San Francisco, California

SEND FOR CATALOG AND PRICES

Digitized by Google

West Bend
QUALITY UTENSILS



No. 895
Seamless Roaster With Rack — A good seller all the time. Used for preparing fowl, preserving and baking.



No. 1064
Dish-Pan



No. 78
Round Roaster—A popular dish that is used daily.



No. 841
Fountain Percolator
It's beauty and utility make it a profitable item.

West Bend
QUALITY UTENSILS

Aluminum Cooking Utensils

Are nationally advertised goods. Put in a full stock of West Bend Ware and you will have a line of aluminum you can be proud of.

ORDER NOW!

PROTECT YOURSELF ON DELIVERY

Anticipate your needs and order now, so that you can have the goods when you want them. It is good policy to buy Aluminum ware at this time. Business will continue good and prices will not fall for a comparatively long time.

Get a copy of our Catalog and Price List and then place your order.

WEST BEND ALUMINUM CO.

WEST BEND, WIS.

ALBERT GROESCHEL, WESTERN REPRESENTATIVE, 1055 MARKET ST., SAN FRANCISCO.

Digitized by Google

Faultless Caster Company

PACIFIC COAST REPRESENTATIVES
CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.

Evansville **Indiana**



Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

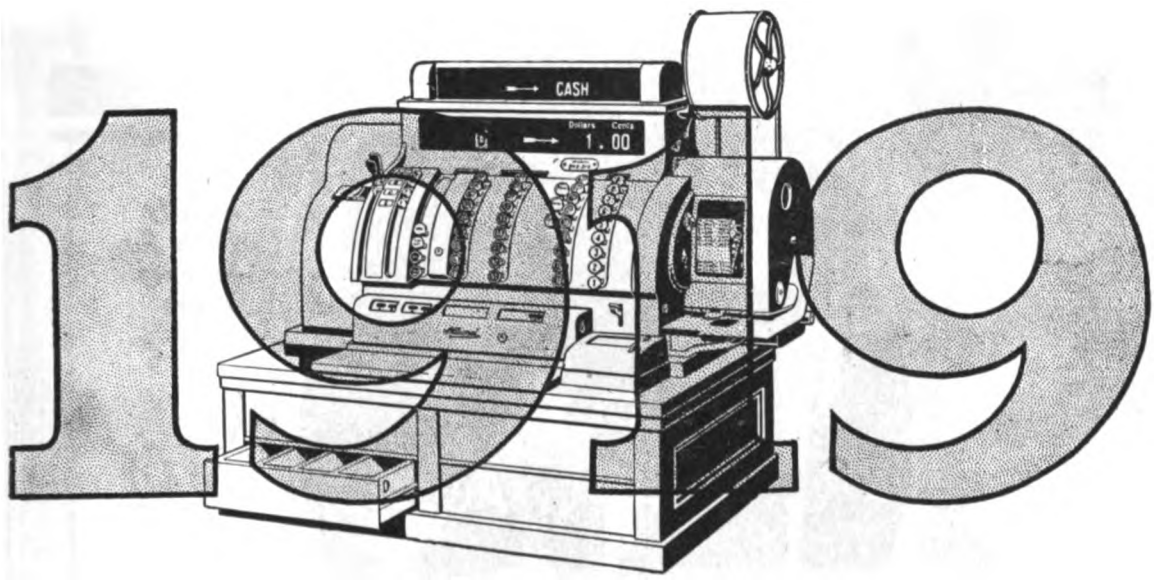
Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

Digitized by Google



Our business doubled this year

WE did twice as much business this year as we did during any other year in our history.

This shows that merchants realize more than ever before that they should get their store records quickly and economically by machinery instead of the slow, expensive hand method.

It shows in the best way possible that up-to-date National Cash Registers are helping merchants solve their problems most satisfactorily to themselves, their clerks, and their customers.

It is the very best evidence that our efforts to build a labor and time-saving machine are appreciated by merchants everywhere. It shows that up-to-date National Cash Registers are meeting the needs of retail stores in every country in the world.

Up-to-date National Cash Registers are a business necessity

The National Cash Register Company, Dayton, Ohio
Offices in all the principal cities of the world

Digitized by Google



The Family Plate for Seventy Years

A Suggestion to Increase Your Sales

Suggest to your trade the advantages there are in several persons combining their gifts into one that is really worth while—one person giving perhaps Spoons, another one Forks and still another Knives, all in the same pattern.

1847 ROGERS BROS.

SILVERWARE

The opportunity is yours, in this way, not only to make a substantial sale but to insure future sales, when the recipient of the gift or her friends return from time to time for additional pieces to add to the original purchase.

INTERNATIONAL SILVER CO., MERIDEN, CONN.

PACIFIC COAST WAREROOMS, 150 POST ST., SAN FRANCISCO

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Now Open!

A Special Feature

The Toy Department

First Exhibition of American-Made Toys

THE INTERNATIONAL HARDWARE AND HOUSEFURNISHING EXCHANGE

In the World's Greatest Industrial Mart

GRAND CENTRAL PALACE, NEW YORK

BUYERS! *The* Place For You To Purchase Hardware, Housefurnishings, Toys, Novelties, Etc.

EXHIBITS!

Hardware, Stoves, Shelving, Tools, Bicyles; Gas, Steam and Electric Fixtures; Housefurnishings, such as Electric Labor Saving Apparatus, Aluminum Ware, Tin and Enamel Ware, China and Glass; Gas, Oil and Electric Heaters; Refrigerators, Etc.

MANUFACTURERS! Your products are before buyers from all over the world. This is one of the eight permanent industrial expositions operated in this largest of exhibition buildings by the Merchants and Manufacturers Exchange of New York.

HAVE YOU RESERVED SPACE? BETTER WRITE AT ONCE!

The International Hardware and Housefurnishing Exchange
Grand Central Palace **New York**

Digitized by Google

PYREX—the double purpose ware for baking and serving—is doing a lot to solve home-help problems.

You sell the first piece—the second will sell itself.

PYREX

TRANSPARENT OVEN DISHES

For Greater Cleanliness and Finer Table Service

PYREX is nationally advertised.

PYREX is guaranteed.

The leading manufacturers of metal mountings have adopted PYREX for their standard insets.

Jobbers handling housewares have complete stocks of PYREX.

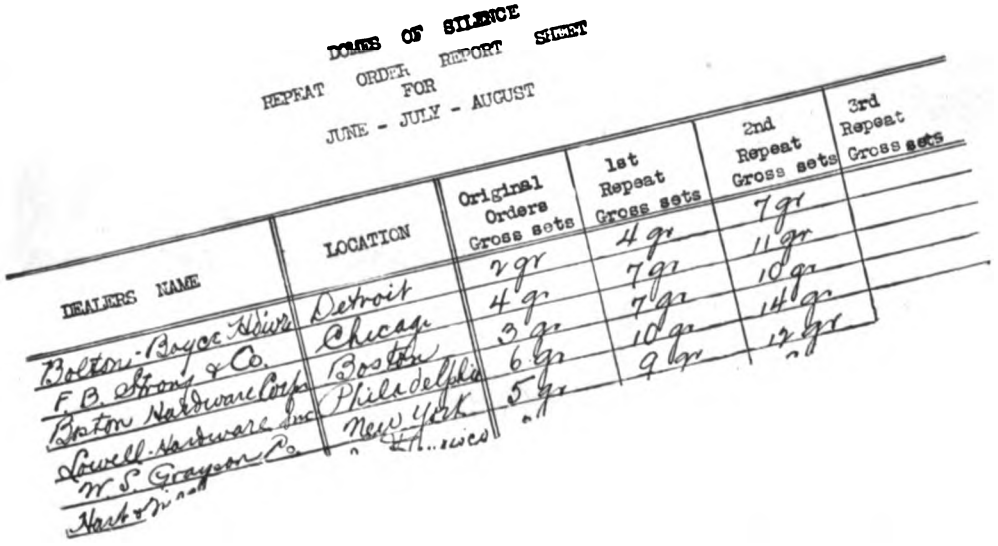
A Booklet "How to Sell More" will be posted to buyers and salespeople, free on request.

Pyrex Sales Division
CORNING GLASS WORKS
World's Largest Makers of Technical Glass
555 Tioga Avenue, Corning, N. Y.



Digitized by Google

What Do Your Records Show?


DOMES OF SILENCE
REPEAT ORDER REPORT SHEET
FOR
JUNE - JULY - AUGUST

DEALERS NAME	LOCATION	Original Orders Gross sets	1st Repeat Gross sets	2nd Repeat Gross sets	3rd Repeat Gross sets
Bolton-Boyce Hdwe	Detroit	2 gr	4 gr	7 gr	
F B. Strong & Co.	Chicago	4 gr	7 gr	11 gr	
Boston Hardware Corp	Boston	3 gr	7 gr	10 gr	
Lowell Hardware Inc	Philadelphia	6 gr	10 gr	14 gr	
W. S. Grayson Co.	New York	5 gr	9 gr	12 gr	

A Plain and Simple Story

A SHORT while ago you had the loose slides—of different shapes and styles—and varied quality—you dumped them on your counter and left them to chance to close the deal. Your sales ran along a low general average—so low that it was hardly worth while to carry that line.

Now we are giving you a different proposition entirely. We are giving you uniform slides of superior quality—Domes of Silence—

We have put up Domes of Silence in handsome colored display boxes to make them an attraction on your counter. Your sales turnover ought to equal that of the stores indicated above on our facsimile order sheet. The package will do that for you.

We suggest for a start: special assortment A1, consisting of ½ gross sets each of best selling sizes—⅞ in., ¾ in., ⅝ in. and ½ in.

The leading jobbers have Domes of Silence. Order today. If your jobber has not got them—write us giving his name and address.

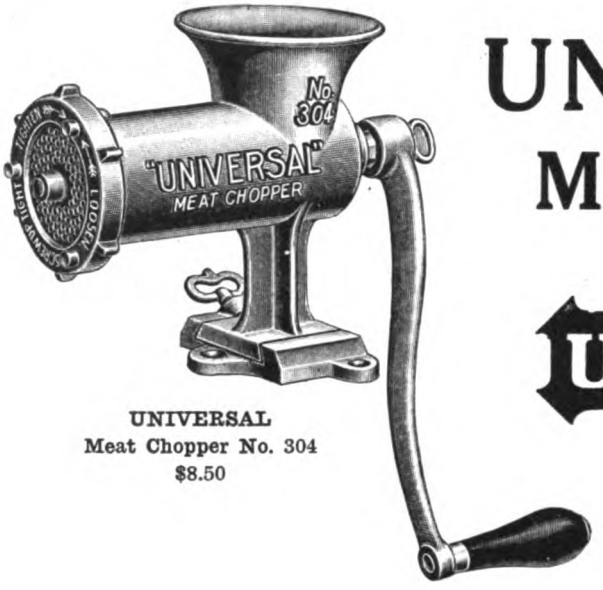
HENRY W. PEABODY & CO.,
17 State Street New York City

A Set of Four in Each Package



Patent Number
996,758
Enforced

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UNIVERSAL
Meat Chopper No. 304
$8.50

UNIVERSAL
Meat Choppers

The Trade Mark known
UNIVERSAL
in Every Home



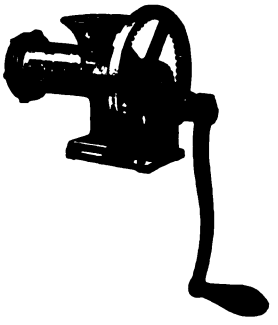
UNIVERSAL
Meat Chopper No. 333
$5.50

Will You Get This Profitable Business?

All UNIVERSAL Meat Choppers, as well as other UNIVERSAL products are made to give the utmost service to the ultimate purchaser. That means satisfied customers and more sales for the dealer.

Sell the goods that hold the trade. There is no better getter of trade and begetter of profits than the UNIVERSAL Meat Chopper.

ORDER NOW THROUGH YOUR JOBBER



UNIVERSAL
Meat Chopper No. 344
$14.50

LANDERS • FRARY & CLARK
• NEW-BRITAIN CONNECTICUT •

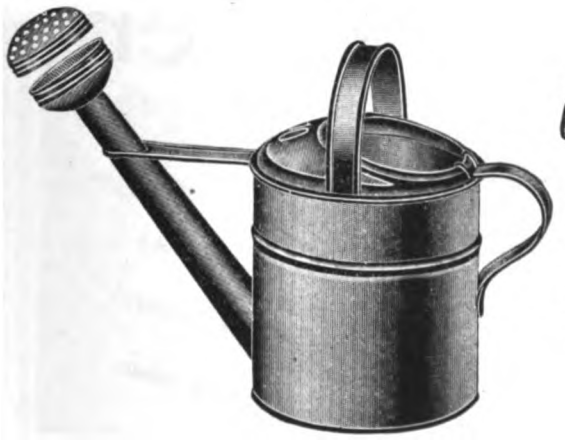
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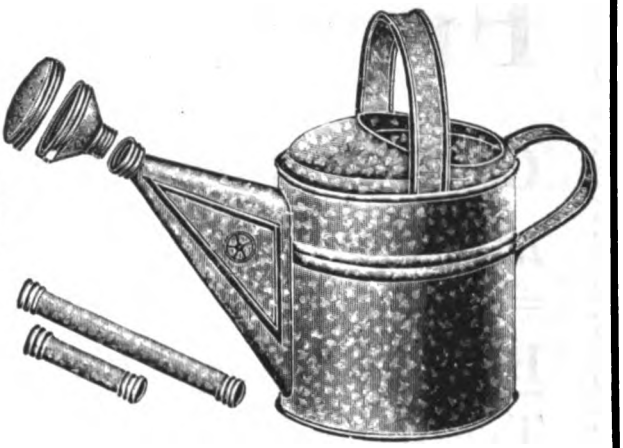
1834 —— 1919

TRY THESE, NO BETTER GOODS MADE

GET YOUR SPRING ORDERS IN EARLY **THE STRONGEST IS THE BEST**

May be purchased from **practically** all Jobbers handling our Goods





Watering Pots

Japanned Green
Detachable Rose Cap

"Central" Watering Pots

Galvanized, with
Zinc Roses and Screw Neck



"Standard" Water Coolers

GALVANIZED LINED

FULL CAPACITY

JAPANNED WITH SIDE HANDLES

NICKEL-PLATED LEVER OR PUSH BUTTON FAUCETS

"Puritan" Water Coolers

SEAMLESS WHITE ENAMELED LINED

EXTRA HEAVY

EXTRA FINISH

NICKEL-PLATED LEVER OR PUSH BUTTON FAUCETS

Represented in Northern California by

BARRETT & ROSS

Room 329 Rialto Building,
New Montgomery & Mission Sts.
San Francisco, California

THE CENTRAL STAMPING COMPANY N.Y.

TRADE MARK

Represented in the States of Washington, Montana, Idaho, Oregon, Colorado, and Utah by

FRED A. LEE

1620 13th Ave., Seattle, Wash.

THE CENTRAL STAMPING COMPANY - - NEW YORK

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Genuine "Acme" Fry Pans and Spiders

Cost no more than imitation or inferior articles



But they Build Up Your Trade and Satisfy Your Customers

Insist on the

Genuine Acme

if you want ware of uniform and highest quality

Examine Samples of This Ware and prove it for yourselves



Sold by all First-Class Jobbers throughout the West

ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES

LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company

BROOKLYN, NEW YORK

Digitized by Google

The Heart of an Oil Range is Its Burner



EVERY DROP OF OIL is vaporized into a perfectly combustible gas, and all of this gas is burned in the "Flame Within a Flame" Burner, the inner flame consuming the excess gas which in other burners escapes into the air as smoke, soot or odors.

PERFECT COMBUSTION means a more powerful flame—quicker and more positive heat — and a greater amount of cooking per gallon of oil.

COMPLETE CONTROL of the flame can be had instantly — a powerful sheet of almost invisible flame one minute—a slow simmering heat the next.

THE EVEN SPREAD of the flame solidly over the entire cooking bottom puts to full use all the heat at its hottest point.

TRADE MARK REG.

Acorn

Power-Heat Oil Ranges

Rathbone, Sard & Company

ESTABLISHED 1830

Controlled and Operated Continuously by the Same Interests

FACTORIES: ALBANY, N. Y. AURORA, ILL.

BRANCH OFFICES and WAREHOUSES:

New York	Boston	San Francisco	Dallas
Chicago	Detroit	Buffalo	Atlanta
Los Angeles	Philadelphia	Portland, Ore.	Oklahoma City
Milwaukee	Salt Lake City	Pittsburgh	

ALWAYS Acorn RANGES AND HEATERS IMPROVING

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CHATILLON CUTLERY

DESIGNED FOR SERVICE

Keen---Convenient ---Durable

For general trade purposes

Foster Brothers' Cutlery



is unrivaled. Properly ground, tempered, balanced and sharpened, ready for use, it is guaranteed to meet the most severe requirements. Knives, Cleavers, Carvers, Splitters, etc., of every type and for every purpose. Universally noted for quality and serviceability. Half a century of experience has produced the very best cutlery to meet all needs.

By giving your customers distinguished service you increase your profits and enhance your reputation as a high class dealer.

Write for Catalogue No. 17, fully illustrating and describing Foster Brothers' Complete Line of Cutlery

JOHN CHATILLON & SONS

Established 1835

85 CLIFF ST., NEW YORK, N. Y.

JOHN CHATILLON & SONS

New York U.S.A.

TRADE STOVOIL MARK



Makes Stoves Look Like New

Kills rust; prevents rusting; Cleans and Polishes—all in one operation. Guaranty on each bottle

RECOMMENDED AND USED by 80 per cent of the gas companies. Write for wholesale prices

SUPERIOR LABORATORIES
General Offices, Dept. 26, Grand Rapids, Mich.

Western Offices, 718 Mission St., San Francisco, Cal., and 804 Higgins Bld., Los Angeles, Cal.

MAGNETIC CLOTH

CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for 10 Cents



Send us your jobber's name if he can't supply you.

Manufactured by

JOHN W. GOTTSCHALK MFG. CO.

Lehigh Ave. and Mascher St. Philadelphia, Pa.

McDONALD & LINFORTH,
Pacific Coast Reps., 789 Call Bldg., San Francisco.

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THE NEW ELECTRIC IRON

AUTOMATIC FIRE-PROOF

NO MORE WORRYING WHETHER YOU HAVE TURNED OFF THE CURRENT OR NOT. IT DOES IT FOR YOU WHEN YOU FORGET

AT A GIVEN TEMPERATURE THE CORD IS AUTOMATICALLY DISCONNECTED 100 DEGREES BEFORE REACHING THE DANGER POINT

YOU CAN NEITHER BURN UP YOUR HOME NOR BURN OUT YOUR IRON. BOTH ARE SAFE



THIS IS WHAT HAPPENS WHEN YOU FORGET

THE ELEMENTARY PARTS CARRY THE SAME GUARANTEES AS OTHER GOOD IRONS BESIDES BEING SAFE

THE CHEAPEST AND BEST FIRE PROTECTION YOU CAN BUY. AND IT PROTECTS

A PROTECTION THAT SATISFIES THE MIND AS NOTHING ELSE HAS EVER DONE

TELEPHONE BUTTER 5278

JAY W. STEVENS
MANAGER

FIRE PREVENTION BUREAU OF THE PACIFIC
908 MERCHANTS EXCHANGE BUILDING
SAN FRANCISCO, CALIFORNIA

BRANCH MANAGERS
EUGENE BATTLES, LOS ANGELES
H. C. CHANTLER, SEATTLE
H. P. BOARDMAN, PORTLAND
E. M. NORTHUP, OAKLAND
C. D. WENTWORTH, SPOKANE
I. W. STORY, SALT LAKE
R. M. MONTANDON, TACOMA

RAY E. SWEARINGEN
Chief Engineer
J. H. SCHIVELY
Manager Publicity Dept.

San Francisco, Cal., July 18, 1919.

W. J. Murphy,
1095 Market St.
San Francisco, Calif.

Dear Sir:

As you may readily understand from my position as manager of the Fire Prevention Bureau of the Pacific I have given considerable attention to every feature of fire prevention coming to my attention which gives promise of reducing the excessive and largely unnecessary fire waste of the nation. In this connection it was with great pleasure that I examined the electric pressing iron with the fusible pin attachment, exhibited at the recent convention of the fire chiefs of the Pacific.

I have had my attention called to many endeavors to eliminate the hazard of the electric pressing iron, but the fusible pin attachment to the iron which was exhibited is the only device I have seen which I can fully endorse. I hope that it becomes possible to place this iron in every home and in all tailor shops and elsewhere where pressing irons are used. This would be a great step towards reducing the number of fires arising from this prolific cause of numerous fires.

Very truly yours,

Jay W Stevens

MANAGER.

THE PERFECTING OF THIS DEVICE REPRESENTS AN EXPENDITURE OF OVER $10,000 AND SEVERAL YEARS' WORK. OVER 100 OF THESE IRONS HAVE BEEN IN CONSTANT USE FOR MORE THAN TWO YEARS TO PROVE TO OUR SATISFACTION ITS FULL MERITS BEFORE PUTTING IT ON THE MARKET.

THE IRON NEEDED IN EVERY HOME. EVERY WOMAN WANTS ONE.

EVERY ONE SOLD SELLS AS MANY MORE AS THAT USER HAS FRIENDS.

OVER 2000 SOLD THE FIRST 10 DAYS TO THE DEALERS IN AND AROUND SAN FRANCISCO. MANY OF THEM WATCHED IT THRU THE PROVING PERIOD.

THIS DEVICE DOES NOT INTERFERE WITH THE USE OF THE IRON, AS THE FUSE PIN DOES NOT BREAK UNTIL THE HEAT HAS PASSED THE HIGHEST DEGREE USED TO PRESS THE HEAVIEST MATERIALS — 100 DEGREES.

THE IRON ITSELF NEEDS NO INTRODUCTION, AS IT IS A MANNING-BOWMAN STANDARD IRON

FULL FREIGHT ALLOWANCE ON SHIPMENTS OF 18 OR MORE

PERCENTAGE OF PROFIT THE SAME AS ON ALL HIGH-GRADE ELECTRIC IRONS.

SEND ALL ORDERS AND CORRESPONDENCE TO

ONE SIZE 6 LBS.

W·J·MURPHY
SAN FRANCISCO, CAL.
1095 MARKET ST.

18 TO A CASE

SALES AGENT FOR THE UNITED STATES

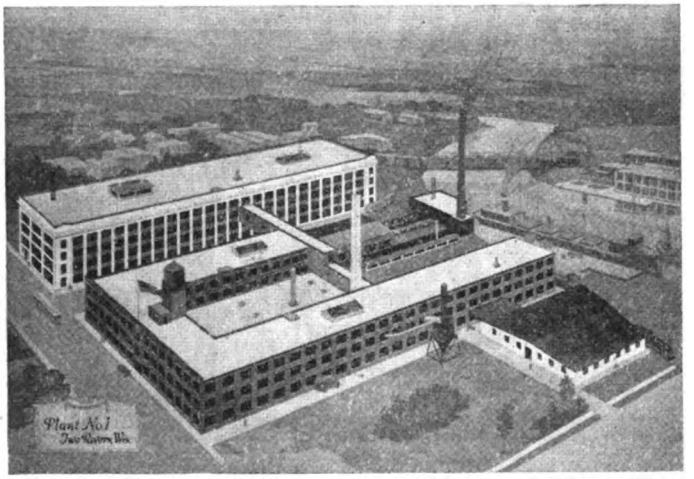
RETAIL PRICE

$8.50

THE BEST BUY YOU CAN GIVE YOUR CUSTOMER

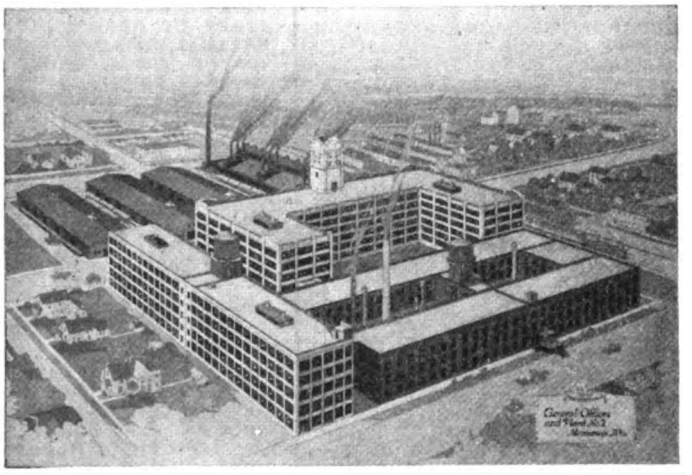
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Aluminum Goods



Plant No. 1

Two Rivers, Wis. New factory building 300 feet long, four stories high. A 137-foot building is also being erected in connection with this. The new buildings will increase the capacity of this plant by 106%.



Plant No. 2

Manitowoc, Wis. Six stories high, with a total floor space of 180,600 square feet. This new building will have two railway spurs for shipping carload lots, and an inside truck-loading court.



Plant No. 3

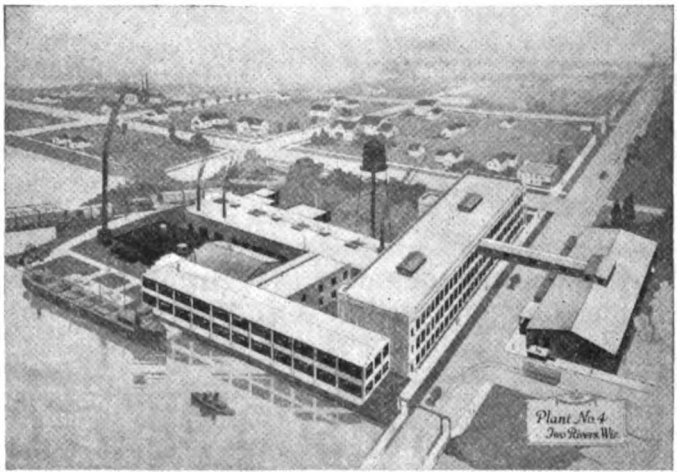
Recently completed factory at Newark, N. J. This factory is one square long, is absolutely fire proof, has 130,000 square feet of floor space, and will employ 1,000 people. It has spur tracks for carload receiving and shipping.

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Mfg. Co. Expands

Plant No. 4

Two Rivers, Wis. This factory addition is 320 feet long, three stories high, and has a total floor space of 48,000 square feet—which represents an increase of 91% over the old plant.



Plant No. 5

St. Louis, Missouri. New factory very recently purchased, three stories in height but with foundation and wall design that permit six. Work has begun on the additional stories. When complete, this factory will be an important unit in production.



FORCED by the demand for their products greatly to increase production, the makers of Mirro Aluminum are building five more large additions to their factories. Work on these is being rushed to completion as quickly as possible. The new buildings are all of the most modern construction, made entirely of steel, concrete, and brick, and will have many features such as cafeterias for employes, washed air for ventilation, and extra large windows for daylight operation.

The five new plants will increase present capacity of the Aluminum Goods Manufacturing Co. by more than 100%.

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

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Mechanical genius has produced in the "Nesco Perfect" a burner so simple that the wonder is no one ever thought of it before; so practical, dependable and reliable that the steadiness and continuity of its hot, blue, smokeless flame rivals that of the finest gas range.

NESCO PERFECT

because of this and other exclusive Nesco features, is pronounced by all who see it "the one oil cook stove worthy of its name."

An Entirely New Application of a Principle

Instead of wrestling with stubborn, sticking, rusting gears to turn the wick up or down, instead of opening a valve—the **Nesco Perfect** way is simply to lower the burner bowl with its non-burnable wick, down into the oil. The oil flows into the bowl, the wick absorbs it and conveys it to the flame, constantly, steadily—always.

Rising between two perforated cylinders, the flame unites with oxygen from the air as it comes through the perforation, forming a gas producing a hot, blue flame. On its way up through the cylinder this flame is joined by another created through the conversion of heated air to gas as it passes through a center hole. These uniting near the upper end of the burner, reach the cooking utensil, as blue as the sky—and intensely hot.

It Will Pay You to Investigate

Ask the Nesco Man or Your Hardware Jobber
Write us today for illustrated Descriptive Circular

ADDRESS YOUR NEAREST BRANCH OFFICE

NATIONAL ENAMELING & STAMPING CO.

ST. LOUIS, MO.
GRANITE CITY, ILL.
NEW YORK CITY
MILWAUKEE, WIS.



BALTIMORE, MD.
CHICAGO, ILL.
NEW ORLEANS, LA.
PHILADELPHIA, PA.

"Safe To Be Burned When Your Back Is Turned"

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Hardware World

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Volume XIV DECEMBER :: 1919 Number 12

Keep smiling—you will enjoy life twice as much if you do.

Every business man owes a duty to his family, his business, his community, his country. You cannot be four square and neglect either duty.

Make a point to have a good hearty laugh at something genuinely humorous every day. It will help to keep you young, and in sympathy with the spirit of the times.

Christmas is coming. Are your employes asked to work nights for a week or more, and they receive no extra compensation? Just make them each a little Christmas gift and watch next year's business. How much did you appreciate these little courtesies when you were an employe? Measure their appreciation by your own, and judge what the result will be.

ONLY ROOM FOR ONE FLAG

There is only room in this country for one flag, the Stars and Stripes. Those who wish to hold their meetings or parade under any other flag, be it red, black, green or yellow, should be given the opportunity of emigrating to those countries to which such a flag belongs. We have room in this country for but one.

The country is now reaping the whirlwind for what it has permitted the officials in the four preceding years to sow. The harvest of anarchy is abundant, but is the natural concomitant of what every far-seeing man long ago saw was bound to occur.

We cannot have officials, assistant secretaries to cabinet officials and presidential appointees going over the country and preaching and advocating "social revolution" and then not expect such things to happen.

AMERICAN LEGION NEEDED FOR LEADERSHIP

In an article appearing in the HARDWARE WORLD two months ago with reference to the return of our brave soldiers from European battlefields, these words were used, and we repeat them today with redoubled force. The members of the American Legion are greatly needed to stand for the preservation of American institutions and the enforcement of law:

We rejoice at the safe return of these splendid young men, who have done their full duty, and who through tragedy have caught the vision. They typify the best in America. They stand for American ideals instead of socialistic dreams.

They represent the true spirit which will not be misled by those who talk of "sacrifice," who themselves have made none, and hence have no conception of the real meaning of the word.

Our men know from actual experiencce and require no pretender of the "interpretation of their thought." They have learned to know the value of self-control and discipline through suffering and service for the common good.

We welcome them to a full fellowship in helping to maintain the principles which gave birth to their ideals.

We accord them leadership through the American Legion and all similar organizations that stand firm for righteous liberty, for the destruction of anarchy under whatever guise, for the maintenance of our constitution, for the enforcement of law and order, for the upholding of those officials who stand first for America, and for the condemnation of any, high or low, that would overthrow this great republic.

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Be willing to be patient and to wait for results. Be willing to make every move necessary to bring about or hasten those results.

The man who isn't a producer is a parasite, and society has no use for parasites. Produce goods or service, or both, or you will have to "get off the map!"

A reasonable amount of wholesome enjoyment will give you a better zest for work, but don't overdo the play part or you'll lose your appetite for both work and play.

You are not in business for the purpose of conducting a benevolent enterprise, so see to it that your employees are worth their hire, and customers pay for what they get.

Many prefectly good, willing, faithful, and naturally industrious employees are spoiled by poor employers who do not take the pains or interest to organize their own work, and to make it and the people about them efficient.

Every season presents some new and attractive goods which you could feature as leaders in your field. Leaders always attract attention. Are you working your own logical trade leaders for all they are worth?

Sign cards cost mighty little and they speak to many an individual whom you would not reach otherwise. And they silently voice many an assortment or bit of information which will be helpful to your customers.

Of what avail is it to arrest criminals and convict them and then turn them loose on bail to continue their career of bloodshed and crime? And yet that is just what is happening in various portions of the United States.

Some people will come to you without your making any special effort, but you can do much more business by going out after it with definite promotion means, good advertising, and the best goods you can find to offer. Is it worth while going after this waiting money?

MEN LIKE GROVER CLEVELAND AND THEODORE ROOSEVELT NEEDED

In these ominous times when such things are transpiring, if human intelligence and human reason are not at our disposal as a people to guide us to a solution that is constructive, that is wise, that is just to every individual, every group and every interest in this land, what would we not give in an hour like this for the sturdy Americanism, public virtue and private courage of Grover Cleveland and Theodore Roosevelt?—Nicholas Murray Butler.

Do you know what is being taught in the schools and colleges of your community? Do you know whether your children and those of your neighbors are being urged to overthrow the present government, and that in many cases you are contributing to such a propaganda through your taxes, and through your permitting to remain in office these people who are employed to educate your children along such lines?

There are universities throughout the United States where socialistic professors threaten to debar from their classes any student who gives out to the public, or to the press for publication, some of their lectures bearing upon socialism in its various phases. These men, whom you are paying with your taxes, through their insidious and pernicious teachings, seek to impress the minds of the youth of this country with their false and pernicious doctrines, advocating the overthrow of the government and you may be unconsciously helping them do it.

The price cutter like the dodo is fast becoming extinct. Any sound business man knows that good goods, and good service can only be offered in company with fair profits.

No sign of lower prices in sight yet! And as long as the working days and weeks are persistently shortened, there will continue to be a scarcity of production—and high prices. Bigger pay alone will not increase food or clothing or industrial products—it will take more work, and more work will increase the purchasing power of a dollar. Facts are stubborn things.

Advertising has nothing of magic about it. Do not expect miracles from single or spasmodic efforts. Prepare to advertise intelligently and persistently. Start so you can hold out for awhile at least, and if the advertising is good and well placed, there will be increased business enough to continue and expand. The main thing is to get started and to get started right!

What are the limits of your business boundaries? What makes you think that you cannot sell to people who are miles distant? What have you done to tell them about your goods and service? And have you kept on telling them in various ways until they have become convinced of the truth of your statements? And what have you done, and what are you doing to make your offerings of sufficient attraction to bring people to you again and again and to bring them from some distance away at that?

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COMMUNITY DRIVES AND TAXES

Most men in business today are facing a problem of more or less seriousness in the form of "community taxes." By community taxation we do not mean assessments on property, school taxes, war taxes, income taxes, or excess profit taxes. But what we do mean, is the tax in the way of handling solicitations or "Drives" for this, that and the other. We do not question that these causes are necessary and worthy ones, and our disposition would be to give generously to them all.

But honesty demands that we shall pay our honest obligations whatever they may be to the extent of one hundred cents on the dollar. "Drives" are being overdone.

Sometimes it seems difficult to do all we would like to do in the way of philanthropy and still be able to educate our families and provide for future and advancing years..

Then, too, there is no denying the fact that many of the enterprises over-lap three and four deep, although on the surface they may not appear to do so.

Lately these "Drives" have not been upon a small or modest scale either, for most of them mount up into the millions and we are asked to pledge not for a single payment alone, but on a basis of four or five years.

Most of us could manage a few of these pledges without undue strain, but when they multiply and multiply the situation causes us to scratch our heads and to wonder.

Then community organizations continue to be multiplied. By the time a man belongs to several clubs, a fraternal secret society, or half a dozen co-operative and uplift clubs he is pretty well tied up in point of time and cash.

We agree thoroughly that the man in business must be public-spirited. But is it public-spirited to spread our butter so thin that we have to take a microscope to see that there is any of it anywhere? And are we justified in permitting ourselves to be taxed beyond our financial ability? To be sure we often do not quite dare to refuse to go into these things, lest our competitors will say that we are not as prosperous as we might be. So, a certain amount of public opinion spurs us on.

Every man should be a member of a co-operative trade organization. He should have some religious affiliations, political convictions, a recreative outlook, and broad community interests. Even with this he will be busy.

Let each one of us have the courage to place our interest and financial help where we feel that it will do the most good!

We cannot all take part in every worthy enterprise. If you and I help in this one, and give enough to make it worth while, the other fellow should have a chance to express himself helpfully in some other field or service.

For business reasons we often do more than we should, but does this really amount to as much as it would identify ourselves in a more generous measure with a few worthy interests?

Decide for yourselves, but have the courage of your convictions.

Necessity of Increased Production

The business man of today is in a decidedly peculiar position. On the one hand he is likely to be charged with profiteering—over-charging his customers, and with the disposition to take advantage of his faithful help; and on the other, he must face his creditors and be prepared to meet his obligations promptly in the face of all taxes, increased cost of doing business and uncertainty of the market. He is, as it were, between the Devil and the Deep Sea.

Some prophets foretell a greater era of prosperity next year than ever before; and some look for a slump.

During the war we were united as a single man; we cannot say that now. The only thing for business to do is to increase production, and the only way to do that is to work longer hours. The farmer cannot talk of a 30 or 40 hour week, for he must labor late and early that the world may eat. And because the prices of all he buys and the labor he has to hire have climbed so high, he too must retaliate and charge more for the necessities of life which he produced. It is simply a case of cause and effect.

The business man must move cautiously, and he must know what he can afford to do and not be forced beyond the margin of safety.

YOUR "INANIMATE" STOCK

"Move along, Johnny," might be a capital song for the retailer to sing to his inanimate wares frequently. What's the use of holding on to goods which are slow sellers or dead stock. Either plan a special sale, offer the articles at reduced prices, or seek special customers for them. There are always those who will consider a quantity lot of stuff at an advantageous figure, if they can handle it. Hunt up these people and tell them what you'll do for them—but first of all, dig up the stock you want to dispose of, list and price it at regular and special prices and have an honest reason for selling.

It may be that the manufacturer has gone out of business, or that the goods are shopworn, or the trade for that brand has fallen off owing to certain regular customers on it, moving away. But, don't let slow-movers eat up your profits. Insist on brisk turn-overs. Sing—"Move along, Johnny!"

Take time enough to explain the nature and use of the article you sell that the customer will handle his purchase correctly. A helpful hint as to "proper" care also will nearly always be appreciated and will send the patron away with a show of friendly feeling in his heart.

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"GIVE ADVICE TO ALL, BUT BE SECURITY FOR NONE"

It is a good deal easier to advise other folk many times, than to know just what we ought to do ourselves. The reason of this is, that we are so near our own problems that we lose the true sense of perspective. We are confused by the small influences which swarm upon us. The disinterested individual whose mind is free from previous prejudice in the matter, can often give good advice for the reason that to his mind the larger issues stand out distinctly.

None of us should hesitate to ask advice when we need it, especially where important business is concerned. It is foolish though, to run around asking A, B, C, and D what he or she would do, like the woman who consul'ed everybody in the train, to know whether they thought $59.00 would take her on her vacation and bring her back home.

Some advised her good naturedly, and some laughed at her. A number told her that they knew nothing about it whatever, or what her expenditures were likely to be.

In seeking an advisor, look for a business man who has made a success of his own affairs; a banker who is friendly, and who will be willing to give you the result of his experience; or a lawyer whose opinion is worth having.

If anyone comes to you for advice, listen to their story patiently, ask such questions as will put you in touch with the facts, and if then you do not know what to suggest, say so frankly. Do not attempt to take the responsibilities of directing important affairs when you are not competent. If you do know, however, give freely of advice which is sound, safe, and helpful, always seeking to guard the individual you are advising from any predicament or danger.

Advice is all right, but "be security for none." It isn't fair that anyone should ask you to sign a note with him, or to go on his bond. There are bonding companies who make a business of assuming financial responsibility.

A man who cannot get money without your name added to his, is a poor risk for the other man, or for you. As soon as you put your name to an obligation of this kind, begin to make preparations to meet it, for in nine cases out of ten, that is what the outcome will be.

Advice is sometimes more valuable than money, and so in giving good advice, you are getting or giving, as the case may be, something worth while. But the individual who gives it is not a penny poorer therefor, because he has taken nothing from himself. If he goes security for a friend, the case is different. He has assumed a risk and in many cases, a money loss which is an injustice to himself, to those dependent upon him, and often to the individual to whom he has gone security.

Safety first is a good rule in business, as well as elsewhere.

"WHAT CAN I DO FOR YOU?"—ALL IN THE WAY YOU SAY IT

Sometimes these words seem sweeter than honey in the honeycomb, and sometimes you can see icicles growing on them like whiskers—then, naturally, you feel as if you were bearding the lion in his den. I have had a clerk say: "What can I do for you?" when his looks and actions said: "I wish you were in Halifax; it will be time to close this store in just seven minutes!"

Do for me! Yes, I knew he would like to do for me, but I refrained from provoking him further. I have studied human nature in stores for lo, these many years, and I can see through a grindstone when the crank is out—or through a hardware store when the crank is in!

Human Magnet vs. Trade Repeller

And then, just around the corner, there is another hardware store. No better store, but they keep a human magnet on the job, instead of a trade-repeller. When that clerk of Brown's looks me in the face, and his eyes twinkle, and he says: "What can I do for you?" I know that he would search every inch of the basement, crawl under the counter, and move every last thing in the store, if he could only really do something for me.

He does not size up my wants and weigh them in his mind as he would weigh nails on his scales, neither does he count the value of my patronage to the store as he counts the bolts I am purchasing. His trouble and efforts are out of all proportion to the value of my purchase. In other words he has made me his debtor.

Desire to Be of Service Not Forgotten

This honest desire to be of real service to me sticks to the ribs of my mind. I may need some expensive tool tomorrow, may wish to make a real purchase. Now for the psychological—or just plain logical—effect on the mind; grateful memory jabs me in the spot where my brains are supposed to be, and says: "Remember! Remember that ten cent purchase of yours, and the dollar's worth of trouble and pains that was taken for the sake of doing something for you."

The Wise Salesman Looks Beyond Today

He sees a long procession of charming tomorrow brooks ready to flow into the river of today. A dime may cover the needs of a patron today, when tomorrow it may take a whole flock of gold eagles to pay his bill. The hardware man's tomorrow is cast in the mold of his today. Tomorrow you can open the mold, and say: "This is my handiwork!" What can I do for you today?

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TO HOLD THE VALUABLE CLERK

When a hard-working, efficient clerk reaches a certain point of service, he frequently becomes a problem of a certain kind to the proprietor. He has attained what is generally considered the maximum salary for a clerk in that line of business—is perhaps receiving just about as much weekly as the proprietor has set for himself as a drawing allowance. Yet, he must progress in the matter of earning if he is to be kept.

In the olden days it was customary at this stage for the proprietor to take the clerk into partnership, but at the present time partnerships are not so much in favor. They frequently present difficulties and business associations under them do not always prove as pleasing as could be desired.

There are two ways in which the merchant may solve the problem. He can offer such a clerk a commission on increased sales or a percentage on profits. I do not like the commission idea very well for the average retail store. The clerk may be tempted to work too hard for sales and not give sufficient attention to the matter of profits, and instead of making more money for the dealer he may make less.

If it can be worked out conveniently, the plan of giving a percentage on the actual profits each year is the most desirable. Of course, it will be necessary to have a system that will show the exact amount of net profit made each year after all expenses and losses have been deducted.

The percentage to be given would be a problem that each individual dealer would have to work out for himself. Suppose that the dealer is making $1,200 a year over and above his drawing allowance. He might offer this clerk whom he desires to keep, one-sixth of the net profit in addition to his present salary. In the instance mentioned above it would amount to $200 extra in the year.

This might work out beneficial to the proprietor, too, as the clerk under this stimulus would work for larger profits. Suppose that he increased the year's net profits to $1,500. He would get one-sixth of this or $250. This would leave the proprietor $1,250 or $50 more than he was previously making.

Don't get into the stupid, narrow way of thinking that every man who disagrees with you honestly is your enemy. Be broad enough to give the other man the same right of honest opinion you demand for yourself—and keep friendly with him. Maybe his way or his ideas are better than yours after all, and you'll learn something from him that will be an advantage to you. And if not, you may be able to show him the error of his ways. Anyway, friends are worth keeping!

THE ANNUAL INVENTORY

Too many merchants are prone to consider that if they have, during the past year, done a volume of business which exceeded that of the previous year, that they are doing well indeed.

They will perhaps say: "This business is all my own—I have done $4,000.00 worth more business this year than last and, therefore, I have made money," then proceed to go out and spend it. This type of merchant is very apt to say further that for this reason it is not necessary to take an inventory; that it is a good deal of bother, needing night work, cleaning the store and rearranging the stock, and an endless amount of figuring which can be avoided by the plea that the business has made money.

The dealer who has such a thought as this should at once arouse himself and rise above the feeling that the business is running him and turn around and decide to run the business instead.

That there is needed a cleaning first of all old accounts, then of the stock, is true. Every article in the store should be enumerated and be put in its place.

Slow Sellers Should Be Brought Out

and given an opportunity of looking daylight in the face for the first time for many months. All of this entails a good deal of labor, but it is only a step forward in the grand march of progression.

After it is all over and the merchant knows exactly to a dollar what his business has earned, he cannot help but look backward and view with satisfaction the fact that it is done, and he knows where he stands. Whether he has lost money or he has made money, he can now tell by his inventory.

Looking analytically at a balance sheet enables the merchant to see his business face to face. The accumulation of slow sellers is thus apparent, while seeing shopworn goods which may have been carried five or ten years, or even fifteen years, gives him an inspiration to clean them out and occupy that space with salable and purchasable goods.

It is true that in a well regulated establishment the opportunity for such an accumulation is reduced to a minimum; at the same time, during a period of twelve months, there is always some small lots of goods which have for some reason or other "hung on."

No merchant who expects to advance in business in 1920 beyond what he has done in 1919 should hesitate for one moment as to what is his duty in this matter of inventory. It may be an irksome task to start with, but when it once becomes a habit, it will be eagerly looked forward to by everyone in the store.

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Working Up a Trade in Christmas Toys

Suggestions Every Retail Merchant Can Profitably Adopt, Be His Store Large or Small. Successful Methods of Others.

IMAGINE an advertisement topped with the head of a laughing two-year-old, with curly hair and the cut captioned:

> "The Little Leaven That Leaveneth the Whole Lump!"

This was one of the effective holiday ads gotten out by the W. L. Miller Co., Toledo, Ohio, and it was addressed to the hard-headed men of business, and not to the children—to whom the toy advertising is usually directed.

This firm decided that it would be well to do something different to attract attention, so early in December they prepared a series of ads, which they ran one after another, all of them directed to the solid, matter-of-fact business men. Here is one of the best:

> You may be thrilling all over with what you think is the Christmas spirit. You may be spending great sums of money for presents—BUT: Unless you buy toys to make some child happy you will never feel the real Christmas spirit.
>
> It doesn't come from spending money; it comes from making some little child happy, preferably a little waif who might otherwise be forgotten by Santa Claus.
>
> Come to our Toyland today and you'll get the real spirit.
>
> MILNER'S

Such an ad would have gone excellently with the publicity campaign adopted by the Maxey Hardware Co., Anson, Texas.

A Texas Idea

Of this Mr. F. L. Maxey said: "Early in December we stretch a sign across the entire front of our store, reading 'Santa Claus' Headquarters.' People brought into the store to look at the toys will buy other lines as well—electric devices, sporting goods, china and glass, etc. Another thing we have found to work out very effectively is the distribution of calendars. We try to get in our stock for the ensuing year at as early a date as possible, and on each is printed an invitation to visit our Toyland. Half the battle is getting into the limelight first, and we do not hide our light under a bushel."

The Erie Hardware Co., Erie, Pa., holds its annual opening of Toys on the 18th of December, and in announcing same said:

> Come and bring the children. Let them enjoy the toys, games, etc. Our store is just full of American made toys that bring joy to the little tots, and older folks, too.

Music and souvenirs are always a feature of the opening. Last season they gave to every purchaser who bought goods to the amount of 50 cents a toy balloon, on which was printed, "Come to the Toy Section of the Erie Hardware ware Co. for toys, games, sporting goods and fine china." The many people passing up and down the streets carrying these toy balloons, which were of all colors of the rainbow, was in itself an excellent advertisement for the store.

One of the best lines to stock is that of electrical and mechanical toys. Every hardware store cannot, of course, maintain such an elaborate department as that of Marshall Field & Co., an illustration of which is presented herewith, but all could model their own section after it on a more modest scale.

A Marshall Field Idea

The long oval show case was fitted up as a miniature town and country surrounding, with tunnels, bridges, and a village with houses, church and station. Lamp posts along the street held tiny electric bulbs, and on an electrified track ran several trains of cars, while mechanical autos, fire engines and wagons traversed the road beside the track. In the hollow behind the show case was erected a meccano bridge, six feet long, strung with tiny bulbs of different colors.

This delighted exceedingly all boys of a mechanical turn of mind, and on top of the counters were boxes containing meccano and constructo blocks, with diagrams for building bridges and buildings.

A Carolinian Method

J. W. H. Fuchs, Wilmington, N. C., is a hardware man who gives much attention to his electrical and mechanical toys during the preholiday season. One of his windows was covered with white cloth, and had a mound in the center similarly covered. On this mound was a toy house, with roof covered with cotton wadding, and in the yard were several small pine trees, while rolling a big snow ball were several dolls dressed in white wool suits. The window was backed with white canton flannel.

Suspended from the top of the window, close to the glass were jagged strips of white paper to represent icicles, while a violent snow storm was raging—the snow being formed of little tufts of cotton fastened at intervals to fine threads suspended from the ceiling. Down in front was a railroad station, with an electric bulb inside and an electrified track extended all around the window. A tunnel was dug out

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under the mound, and the track extended through this. Around the track ran a train of cars, and a card in the corner gave the price of the train outfit complete, as well as of all the other toys in the display.

Hunting Season in Full Swing

The hunting season is in full swing during the holiday season and every sportsman would appreciate something to add to his pleasure or convenience in this line. In no way could one get his merchandise more attractively before the public than by a window display which shows the delights of hunting. The J. B. Shannon Hardware Co., Philadelphia, are past masters in the art of effective window trims, suiting them to every season. A pre-holiday display that attracted immediate attention featured hunting impedimenta. The back and sides of the window were covered with autumn foliage, through which could be seen the head of a large deer.

Panels at either side, left bare of foliage, were covered with brown cloth, and on these were hung guns and gun cases, axes, hatchets, revolvers, hunting knives, and sheaths for same. In the background was a large cut-out of hunting dog, guarding a box of shells. On a dead branch projecting up from the layer of dead leaves that covered the floor were hung wrist watches, pedometers, compasses and jackknives. Game birds and squirrels were scattered among the leaves, and here too, were cartridges, belts, thermos bottles, and many conveniences to carry on a short hunting trip. The woodsy atmosphere made all long to take a trip to the forest and the enticing manner in which the commodities were arranged made all long to possess them.

THOUGHTS AND THINGS

The business of living, when boiled down to its clearest essence and all the froth skimmed off, is just a matter of thinking.

Each of us is continually thinking ideas of our own and swapping them for the ideas of others. If there is a famine of outside ideas we shrivel up ourselves. Children with "nobody to play with" are unhappy and unmanageable.

From thinking with our heads to doing with our hands is but a little step and then our thoughts become things.

It is because men of America are so unfettered in their thinking and doing that this country is such a fine place to live in. It is also because these thoughts are freely radiated and spread broadcast, in the distribution of manufactured things and in the distribution of facts about them (advertising), that this country is such a fine place to live in.

The originator of an idea is not much better off than before he originated it till he gets some one else to absorb it and enjoy it and benefit by it.

The man or woman surrounded by better thoughts and things, but who pays not the slightest attention to them is not much better off than the one with "nobody to play with."

The advertisements are thoughts—telling you about the ideas that other men and women have thought out for your happiness, convenience, pleasure and profit. Read the ads. They are the voices from hundreds of thousands of looms, shops, foundries, studios, laboratories, where millions of minds are turning pleasant thoughts into worth-while things for your comfort.

BUSINESS VICTORY MUST BE WON

No victory was ever won by the soldiers all remaining in their homes, quietly pursuing the tasks of yesterday. They had to arise, go to the front and fight.

If you expect to do more business next year than this; if you believe you can gain a signal victory over your competitors—you will have to arise, buckle on your pack, march right up to the front, wade in, and stand by until you have gained the ground you desire, inch by inch. The price of victory is an intelligent plan, an earnest effort, and sticking to it if it takes all winter and all summer.

TODAY

Sure, this world is full of trouble—
I ain't said it ain't.
Lord! I've had enough, an' double,
Reason for complaint.
Rain and storm have come to fret me,
Skies were often gray;
Thorns and brambles have beset me
On the road—but say,
Ain't it fine today!

What's the use of always weepin,'
Makin' trouble last?
What's the use of always keepin'
Thinkin' of the past?
Each must have his tribulation,
Water with his wine.
Life it ain't no celebration.
Trouble, I've had mine,
But today is fine.

It's today that I am livin',
Not a month ago,
Havin', losin,' takin', givin',
As time wills it so.
Yesterday a cloud of sorrow
Fell across the way;
It may rain again tomorrow,
It may rain—but, say,
Ain't it fine today!

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Stoves and MORE Stoves

(By Miss Mabel Hennessy, Advertising Manager Bunting Hardware Co.)

STOVES to the average mind mean a sordid sort of thing—especially so to the man who has to unpack, set up and polish them. But to the dealer they should mean certain and real profits, for stove business is the legitimate heritage of hardware men, just as much as is the sale of tools.

The mail order houses can make inroads upon the dealer's patronage in such merchandise as dresses and the like, that do not wear long, anyway, but when it comes to the important selection of what determines the success of meals and menus—then the mail order house has a slim chance to win out when they are merely selling an article bearing their own name—while the home dealer is displaying a product so well advertised and known that it has become a household word.

"Price Isn't Everything, You Know,"

says the woman when choosing a hat for becomingness. So she will say when purchasing a stove, for upon it depends health and happiness of her family.

A display of stoves can be made the most attractive thing in the store. Any woman dislikes to investigate or can see no merit in a stove if it is littered up with lids, lifters and an accumulation of dust and has never had an acquaintance with polish.

Power of Suggestion

But escort her to a department where stoves are arranged geometrically, all parts blacked and nickel trims polished, perhaps one or two displayed on stove boards, with one or two equipped with a few wisely selected utensils—aluminum on one, enamel ware on another and still a third can show a small display of glass baking ware—this to suggest kitchen utensils—she can then become interested.

The power of suggestion is absolutely responsible for the sale of most stoves. A woman can "get along" with her old worn-out stove, but if you can persuade her that housework is easier, meals better and more wholesome if her tools are efficient, then she becomes a live prospect for a new stove.

Proper Way to Advertise to Draw Customers

The average advertising of a stove is like this: "Blank Gas Stoves for Sale," or "Newest Selection of Combination Ranges." This doesn't mean a thing or stir the imagination of a single woman. But if a demonstration had been arranged (for example) advertising that all women were invited, whether or not in the market for a stove, to come see cooked some new and appetizing menus or recipes—she would in the first place see attractive stoves and would find out that she could not successfully cook on her worn-out stove what was apparently easy on the new and up-to-date ones. That would be the first seed of "desire" sown.

Where would the automobile manufacturer be if his appeal was restricted to non-owners and possessors of antiquated machines? No, the big bulk of their sales are to people who "trade in" or sell their old cars in order to have the pleasure of owning and running the newest models. Perhaps we should not draw the simile so closely—but the dealer should endeavor to show the women that the economical thing to do with food-stuffs so high, is to purchase a new and efficient stove.

Sketch or Illustration Always Attracts

Women read the newspapers, but they skip everything but the things that appeal to them. Mechanical descriptions, market readings never find favor in their eyes. But a sketch or illustration gotten up to attract the eye of even the most hurried of readers—if it possesses something in it that bears on the home, the children, or something that she can be made to realize should be in her home—then you have her attention.

Use the Figure of a Woman to Get Attention

In our stove advertisements this year we endeavored to follow out this policy. We insert the "human element" in our copy in every possible way. In the illustrations we introduce the figure of the woman—in many we also show the children—we depict on their faces the joy shown in the cooked foods—their anticipation of eating the "goodies."

Our copy shows what this stove will do for the woman—we feature what it will do, more than what it is made of. We mention the quality as a matter of course, but the big thing we are putting across is the use of the stove in the home. We are selling more stoves than we ever have since we have been in business and the cold weather has not even reached us. The current conditions have a great deal to do with this, however, because of the many new homes, for we are taking advantage of this fact in our publicity. We know these people will have to buy a stove some place, and we keep our stoves before them in such a manner that they will think of us before buying elsewhere.

Our windows are "Stove Windows." We take an occasional week and dress it clear across attractively with stoves and stove accessories. A person could not pass it and not be impressed with the idea we are endeavoring to get to the passerby. We never install a single kitchen furnishings window unless it has from one to more stoves on display, particularly during the fall and winter months.

Our merchandising policy is as a general rule conservative. We believe in advertising, and we advertise as heavily as our sales will justify, in the newspapers and by direct-by-mail campaigns, and we follow them out religiously. In fact, we obtain the name and address of every person who is interested in anything worth while, that is, stove, refrigerator, kitchen cabinet, for our mailing list. We write this customer at least three letters, or until we receive their order.

A Drawing That Lived Up to Its Name

A few weeks ago during an International Soil Exhibit conducted in our city we erected a booth showing a display of stoves. As a special feature we offered



MISS MABEL HENNESSY

Each of our readers can profit by this actual and successful experience of the way to sell stoves. As the advertising manager of the Bunting Hardware Co., one of the largest and most successful retail institutions in the country, Miss Hennessy gives the "HARDWARE WORLD" readers facts they can also use. Remember human nature is the same in a small town as it is in a large city.

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Everyone will admit from a glance at this photo that the Bunting Hardware Co. know how to draw trade. Whether you live in a small town or a large one, you can adapt some of the suggestions in interesting the women folk of your community in whatever you have to sell.



Meals All Enjoy

Delicious---Cooked To A Turn

MEALS that will be looked forward to, appetizing and healthful, when cooked in our famous Eriez Gas Stove. We are exclusive agents for this stove with the wonderful baking facilities. Economical to operate and moderately priced. Fourteen different styles from which to make your selection.

Terms If Desired.

Bunting Hardware Co

810-12-14 WALNUT ST.

Miss Hennessey knows how to inject a personal element into their advertising. Using the figure of a woman or of a family is sure to arrest attention and make your advertising effective.

Bunting Hardware Co



Appetizing, Wholesome Meals Cooked on the Eriez

Stoves that give pleasure and health—Stoves constructed on beautiful lines as well as being the most efficient bakers on the market. We have one hundred and fifty-seven styles of Stoves from which to make your selection in electric, gas, combination, coal and oil.

See Our Exhibit at the International Soil Exposition — *Easy Payment Plan Extended*



Coal Heating Stoves

A wide selection of coal heating Stoves, including the "Hot Blast." Prices range from $12 to $77.75.

Electric Heaters

Just the thing for those chilly mornings to make the bathroom comfortable. Priced $9.



Comfy Gas Jet Heater

Can be attached to any gas jet and will heat an ordinary size room; throws an intense heat down into the room. Nickel trimmed priced $2.

Ideal Stove Polish

Gives a brilliant luster with little or no dust. Price, per can, 15c.



Perfection Oil Heater

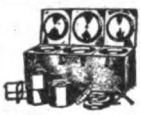
These cool mornings make it necessary for heat in dressing and bathrooms—the Perfection Oil Heater will heat an ordinary size room. Price $6.25.

This Week We Are Giving FREE

One $1.50 Wash Bench with Every Electric Washer Sold

The One Minute Electric Washer is being satisfactorily used in several hundreds of homes in this vicinity and we are making this offer of a free wash bench in order that we may have an opportunity of demonstrating the many merits and exclusive advantages to women who are contemplating the purchase of a Washer.





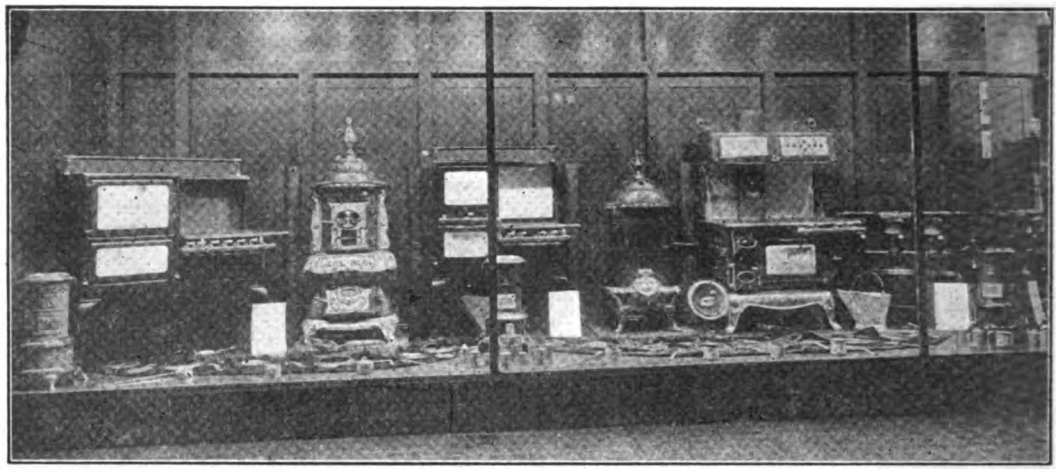
Domestic Science Fireless Cookers

Fireless cooking is not the "lazy way," but is a way that saves hours of the housewife's time as well as cooking hygienically all foods. Various sizes and prices.

Easy Payment Plan Extended — **Bunting Hardware Co** — *Easy Payment Plan Extended*

810-12-14 WALNUT ST.

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The window space of the Bunting Hardware Co. always features seasonable goods. Their advertising is closely coupled up with their window displays.

a prize of an Eriez gas stove. All that was necessary was to deposit name and address. The drawing to take place in our store—this was done to link up our establishment with the exhibit and attract the Soil Convention visitors to our store.

Hundreds and hundreds of houseowners and visitors to our city listed their names in this drawing—names that had never appeared on our regular mailing list, giving us an unusual opportunity to become acquainted with many newcomers in our own city, as well as other cities.

No Freakish Stunts Used

The women that attended the drawing were invited to look over and inspect the many labor-saving devices in our kitchen furnishings department. This day's sales were the greatest that we have enjoyed for many months, as well as being responsible for furnishing us with many prospective names that have since developed as sales. As mentioned previously, we do not enter in any special or freakish stunts, but we felt amply repaid and justified in the campaign, because of the immense results enjoyed.

Our stoves are plainly marked with cash price. We add a small percentage for handling when selling on payments. The ticket also includes the quantity on hand. We insist that the salesman scratch off each as it is sold. This method eliminates all chance of selling more than we have and it enables us to always have an accurate knowledge of the stock on hand.

We keep a permanent record of the name, address, price and kind of stove purchased. In this way we have a positive check of sales in case of future adjustment. It also furnishes us with a list of actual customers. Such a list is a necessity in this day and age of $125 to $200 stoves, when customers will ask, "Have I a neighbor or can you furnish me with the name of anyone using this particular stove."

To sum up—we advertise quality, display quality and sell quality—and never by any chance do we attract custom by "price"! We leave that special cut-price junk to the "fly-by-night" dealer. We do not want that kind of trade. We sell only such merchandise that is worth the money asked, and we endeavor to sell what will help further our reputation for "good goods."

Bunting Hardware Co



They'll Like 'Em Cooked in an Eriez

Foods taste better and are cooked more economically when baked and cooked on a high grade cook stove. Our Eriez line comprises fourteen different styles and prices are most reasonable.

Can you imagine a family overlooking such an appetizing announcement as this? The cut of the stove is made a hundred fold more effective by using the picture of the woman and children.

WISE IN THEIR OWN CONCEIT

It is an American characteristic to ignore things which are close at hand and to strive for what is just beyond our reach. The New Yorker dashes across the country to see Los Angeles and the Yosemite and never sees Niagara Falls, and I know several people in Los Angeles who have climbed the Alps, but have never been to Catalina.

And take our newspapers. We read them every day, and sometimes twice. Yet how few know anything about them.

Too many of us are inclined to be like the know-it-all woman who read from her evening paper that John Smith died Saturday. "But he died Friday," interposed her husband. "He died Saturday," interposed his wife; "it says so here.

"I thought it was Friday myself, but I went out and bought six more copies of the paper to be sure and it was the same in all of them, and they wouldn't make the same mistake six times."

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The Young Man in Business

Value of Living Up to Ideals

Every Young Man, Worthy of the Name, Must Some Day Hope to Be at the Head of a Business of His Own—Many Clerks and Salesmen Who Read the "HARDWARE WORLD" Assuredly Do.



The young business man is quite apt to start with high ideals, with clear visions of honesty in dealing, of fairness in advertising, of no misrepresentation of goods, of fair treatment of customers, etc.

Even as darkness follows daylight, so it will follow that he will come into contact with a few dishonest men, and as he rubs up against them there will be a golden opportunity to prove that his ideals are fast colors—only a small percentage of business men are dishonest in the present day, thank the Lord!

Then he will have an occasional patron who will not "seem" to appreciate his hewing that honesty log to the line and letting the chips fall where they may—note that I say, "seem"; neither thoughts nor persons are always what they seem! But a young business man may become discouraged by non-appreciation, and he may say, "What's the use?"

It is oftentimes a long, long way between the sunrise and the sunset of a business life. Many a promising business have I seen wrecked upon the rocks of dishonesty. Only a slight deviation from strict honesty at first, just a little soft-soaping of conscience, just a careless, "O, everybody does it in business!" But it ended in dishonesty and dishonor, and business defeat and oblivion.

Never Was Honesty Rated Higher

in the business world than today. A man's credit often depends more upon his reputation than upon his financial resources. Character-security rides through many a business storm without shipwreck. Honesty is capital when the young business man least suspects it.

The wholesaler watches the young business man like a hawk; the traveling salesman notes the words of the business man as he sells goods over the counter; he is quick to note whether or no the store is neat, the goods attractively displayed, the clerks pleasant and efficient. Often a full report is being made ready for some wholesale house when a traveling salesman merely seems to be killing a little spare time.

Hand Maidens of Success

High ideals of neatness, order, punctuality and service are good hand maidens of honesty; they keep honesty well groomed and clean, and in good traveling conditions to make the goal of success. These things are as essential to success as is cash capital; they are abiding qualities that cannot be wasted or squandered; they are business-capital, success-assurances.

Beware of Indifference

Let the young man in business beware of indifference, of indolence, of the "It don't amount to much!" spirit that wrecks many a business. In business everything amounts to something; the way in which you address a customer, the orderly condition of your store, the courtesy and patience of your clerks, the arrangement of your store windows, your stand upon all moral problems and questions of civic betterment, the way you treat the waitress in the restaurant, the way you say "Good morning!" to the newsboy on the street, and the courteous information that you gladly give the chance passer-by, all count in business.

Allow me to repeat, just for emphasis, that everything counts in business.

A Liking for People

Here is one of the secrets of success—a liking for people. Do you enjoy folks? Are you interested in their hobbies, trials, pleasures, eccentricities? Can you see the humorous side of folks? Do you boil over when the grouchy customer delivers a broadside, or do your eyes twinkle as you recall that old adage, "Barking dogs never bite?" Humor is a wonderful road-smoother in a store—and it improves digestion wonderfully, as well.

Ideals of honesty, neatness, order, patience and service, must be ever high. Business cannot run smoothly, a high degree of success cannot be reasonably expected without them. Business success must be won. Have high ideals, do not the best flavored business apples hang on the highest limbs?

SOMEONE MUST PAY FOR "SERVICE"

Service is a wonderful thing. It is an asset for any business, but no one thing can run away with a business more quickly than service gone wrong. Ideal service is that which helps customers to use what you sell them, and makes it pleasant and profitable for them to come to your establishment in preference to others.

But the expense of service must be borne by someone, and that someone is the business, and the customers support the business.

Too expensive service is either a tax upon patrons, or makes unnecessary inroads into profits. Keep service in its place, but be sure that you get a hundred cents of value for every dollar in money you put into your service department. There is a marked tendency to feel that the service is free, and that small items of expense do not count. They do!

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Living with Steel and Loving Art

President E. A. Moore of the Stanley Works Combines a Vision for Machines With a Passion for Beauty in All Arts

JUST as the invention of the greatest benefit to industry is so often the simple apparent contrivance, and just as art which is to live must be without complication and unassuming, so with men. That individual who is to be a captain among the captains of industry, who is to control commercial affairs in the greatest measure is every time the easy, plain, approachable man.

It has been our great pleasure during the past month to meet and chat with E. A. Moore, able President of the Stanley Works, and Mr. Moore is certainly no exception to the general rule, an interesting, kindly, unassuming, entirely charming gentleman.

One would not expect in a short visit with a great manufacturer of hardware to speak of art, travel and history, but such was the case with Mr. Moore, and in a most suggestive style.

Mr. Moore was on his way West on a business trip. He has gone, by this time, so far West that he has reached the East, for he has gone to Japan to learn more intimately of the needs and possibilities in the hardware field there, and perhaps this is typical of his entire personal outlook, for he sees about him very clearly and stops at no barrier to extend his own knowledge and experience and promote the interest of his company.

By a series of unfortunate incidents we are deprived of the pleasure of using the photo of E. A. Moore, but we will promise to atone for this when he returns from Japan. Mr. Moore typifies in the highest degree the finest type of American citizenship, coupled with the enterprise and progressiveness which has made his institution so widely known.

A well-Rounded and Versatile Man

"One must have many interests," says Mr. Moore, "although one cannot dig very deeply in every field if he is vitally interested in any one field, and everybody in every locality neglects opportunities under his own eyes."

Mr. Moore told of a visit to Pittsburgh when in a leisure hour he suggested to a friend who lived there that they visit the Carnegie Institute to see its world-famed treasures of art and science. His friend was quite interested, although it became apparent as they neared the institution this native neighbor had never himself entered the doors, and he finally confessed as much. It is just here that Mr. Moore differs from the vast majority of men, for it is his habit to hunt up the great treasure spots and rare artistic opportunities as he moves about, or even when he is at home in New Britain.

We spoke of music and of art and of the pleasure to be gained in living among great pictures and great artistic achievements. Mr. Moore's father was an artist, he has one artist brother and he has always sought out those of the same temperament as his close friends, although he doesn't admit any artistic accomplishments of his own.

He speaks with intimate knowledge and appreciation of the greatest pictures in various galleries over the land, and he misses no opportunity to know and understand them better.

He sometimes finds his greatest comfort and joy after a vigorous day in New York in merely going to the Metropolitan Museum and sitting for a while before some great inspiration of a master, which especially appeals to him until he has made it his own.

As an art critic Mr. Moore does not agree with Tolstoy that art to be great must be instantly and universally recognized, appealing to the most ignorant peasant. "Taste doesn't come by inspiration," says Mr. Moore, "one must slowly learn to know and love the beautiful and best, must always be trained and lifted up by fine contacts and inspiring association."

We went back almost three centuries in our reference to New England and the Stanley Works at New Britain. It seems that the little town of Farmington was settled in 1634. There were three families preeminent in the founding, the Harts, the Lees and the Stanleys. Each family had its quarter, or perhaps better, its third, and the Stanley family was ever active and solid.

As the settlement grew through a colony until finally it became part of the state, the name was changed to New Britain, and early in the nineteenth century F. T. Stanley & Co. were established as manufacturers. In 1852 the Stanley Works was founded.

Mr. Moore's people have been engineers and mechanics for several generations, so the combination of the artistic and mechanical in his temperament is a natural twist of heredity.

On leaving school he was with Bradley Hooker Co. for two years, and then for as long a time he taught school, not through uncertain chance, but with malice and forethought, that he might have the time to read and study and thus improve himself in the work that he wanted to carry along. By this time he had rubbed

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shoulders with the business and industrial world long enough to know where he wanted to stand in its elaborate system.

So in 1889 he began his career with the Stanley Works, thoroughly and thoughtfully prepared for his future. Five years later he was in general charge of the plant, and responsible for its operation and development. In this connection it is interesting to note that the Stanley Works differs from other large industrial institutions in that it not only manufactures its product, but produces the machines themselves, and these have to be designed and perfected.

Perhaps the most important of the Stanley Works activities has been the development of wrought steel, and they were the pioneers in the process of cold forming, where the steel is rolled and pressed after it is cooled. This principle and this material has then been applied to household hardware in all its requirements to bring the present variety.

In 1839 the Stanley Works got around the difficulty of obtaining raw material by establishing its own mill at Bridgewater, Mass., and rolling its own steel. Today this plant is the largest in New England, and cold rolled steel is produced not only for the Works, but there is a surplus which is sold.

With the extension of its trade it was found economical to put a branch plant in the Middle West to save freight on heavy shipments beyond the mountains. So the plant at Niles, Ohio, was established. Here heavy hinges and washers and the like are produced, but the fine work remains for the New Britain plant.

Now the vision of Mr. Moore and the management, and plans for the future carry him and his product out across the Pacific.

The export business of the company has grown by leaps and bounds, and in almost every case the Stanley Works handles its export business through its own representatives.

WHAT IS A DOLLAR?

What is a dollar? The question is an easy one to answer. It formerly was the price of a day's work for some men, and a single night's drink for others. It is what the wife frequently needs, but seldom gets. It is the power that makes or unmakes men. It is the hardest thing to get, the easiest thing to get rid of, known to mankind. It is a blessing in a small measure —a curse in many instances. It is mighty and scarce. No man has ever had more than he wanted and no man ever will. A dollar is a snare and a delusion, and everyone of us are chasing the delusion.

No matter how long an account has been running, do not let it stand long.

THE RETAIL MERCHANTS' STANDPOINT

In the course of a recent hearing before a civic investigating committee, John J. McDonald of the Schaw-Batcher Co. was quoted in the public press as follows:

"There is no profiteering among any of the retail hardware merchants. There aren't any of them making the money they should be making. All are endeavoring to keep prices at as low a figure as possible, and all would like to return to pre-war conditions.

"Our profits are no greater today than they were in 1914. We don't know what we are going to pay for most of the articles we order. We have to stand whatever advance may be made at the time of shipment. Freight rates are exceptionally high, and this adds to the selling cost.

"Sometimes manufacturers seem to be taking care of the foreign trade to the detriment of our home people."

It was further pointed out at the hearing that nails had advanced 100 per cent since 1916, likewise locks and carpenters' tools, machinists' tools have advances as high as 300 per cent in some cases.

Testimony showed that orders are filled only to the extent of from 50 per cent to 75 per cent. It was further stated that a manufacturer who had visited the city recently declared that while he had increased his working force 40 per cent, his output had decreased 25 per cent.

THE DARK PATH

When people lose their temper
It doesn't always stay
In just the place they lose it,
But travels miles away;
And when they find and bind it
It may be it has done
A mischief never to be healed
Unto the farther sun.

When people lose their temper
It runs and rages far.
It strikes at friends as well as foes,
Not caring who they are;
And when its cruel force is spent,
Its words and deeds go on
Down many ways, through many days
Unreckoned and unknown.

When people lose their temper
It still may come again,
After the past is forgotten,
Bringing a load of pain
That never can be lifted,
That breaks the heart with woe—
Oh, far the road and ill the path
Where pride and anger go.

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Windows That Win and Counters That Count

Doing the Usual Thing in an Unusual Way Has Put a Metropolitan Hardware Store in a Small City

MORE real and more graphic than any figures or descriptions are the pictures herewith of some of the display features utilized by the Ott Hardware Co., at Santa Barbara, one of the most progressive hardware institutions in the country.

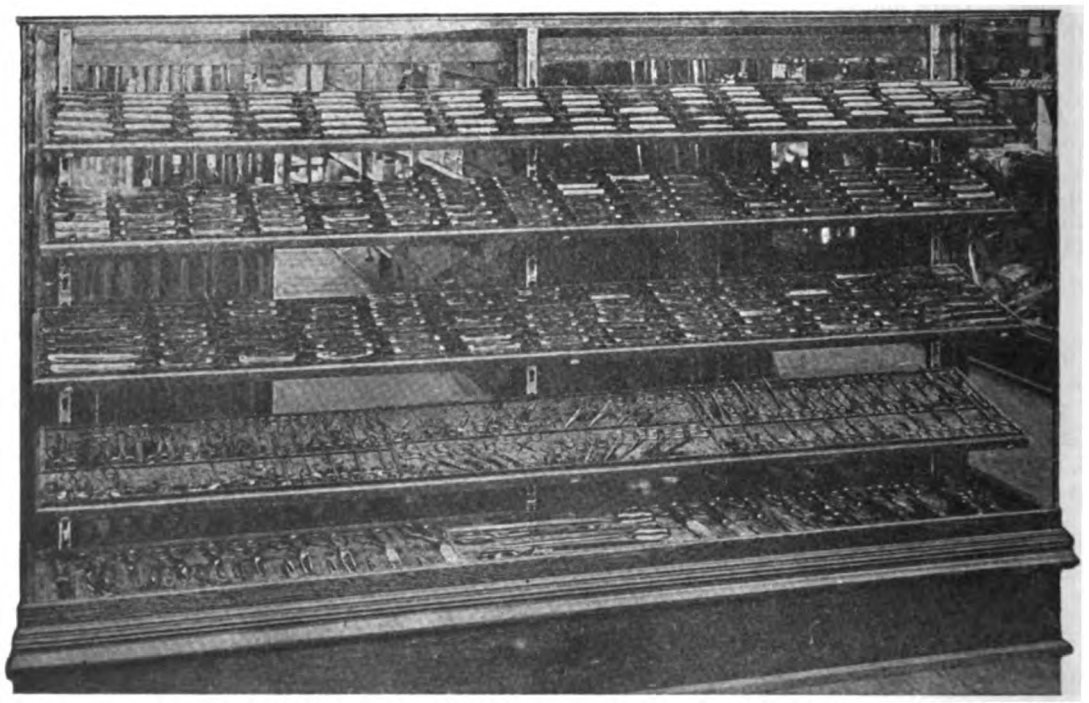
There is nothing we would rather do than to present page after page of such reproductions, for here indeed is the average sized hardware store, brought up to date and made attractive in the highest degree. The work that has been done at Santa Barbara is within the power of more than half of our merchant readers, and we trust that such finished displays and arrangements may become more universal and so more helpful through these pages.

The floor space of this store is approximately 30x140 feet, situated in the middle of the block, with an entrance between two equal sized show windows. This is just such a situation as could very easily be dark, confused and with all the aspects of a first-class junk shop, but instead it has been the aim of the management to put very displayable articles in sight attractively.

To do this, glass cabinets were especially designed and installed on the walls. They were lined with plush, and closed with sliding doors. As shown in the illustration, there is room on every peg or hook for a considerable stock of each item. On the shelves above the cabinets and in the drawers below is the reserve stock and those smaller items which do not allow for display.

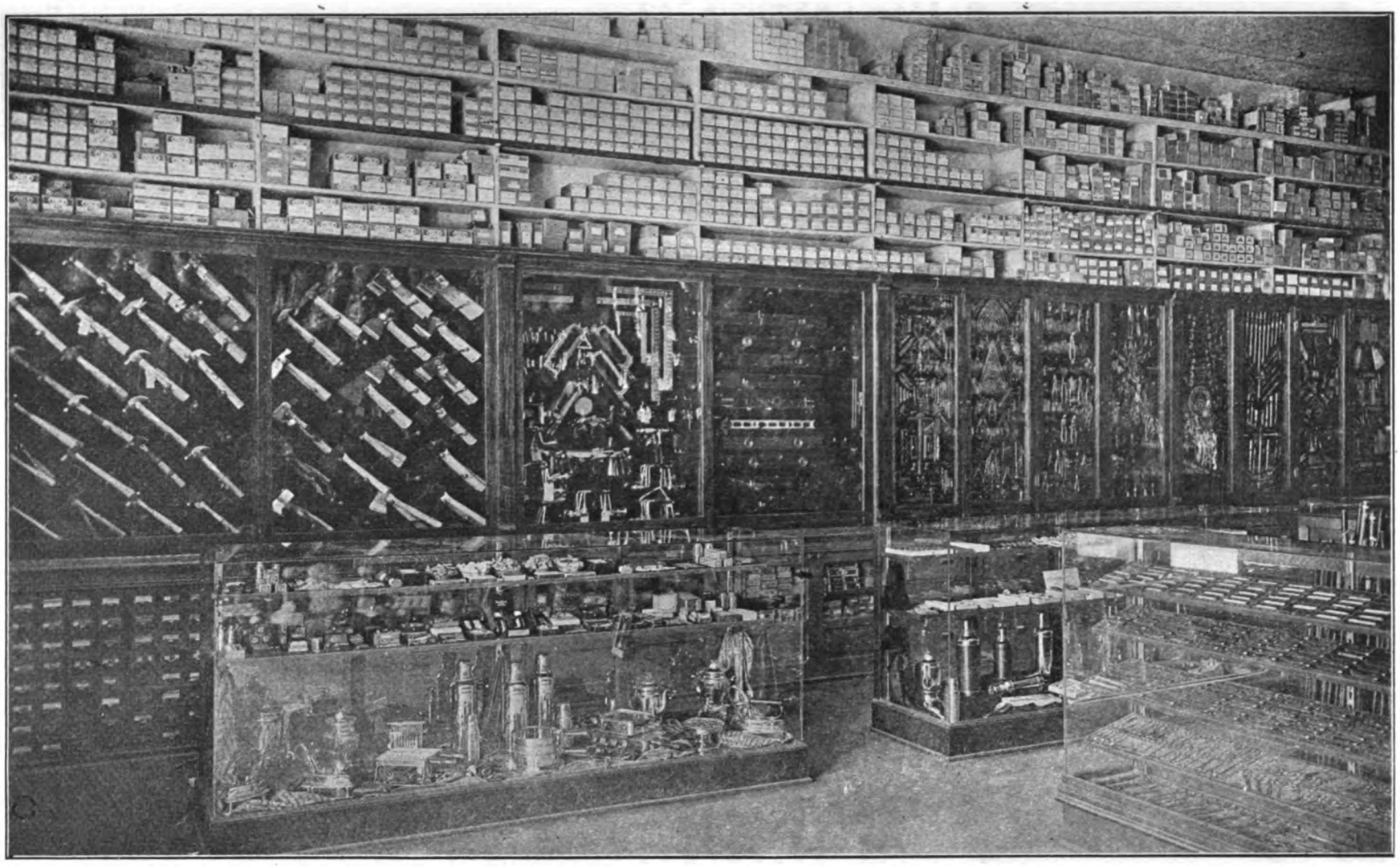
Show Cases Made to Order

Instead of the customary wooden counter with its accumulation of wrapping material and unwieldy display cards, we find in the Ott store glass show cases of which any jeweler could be proud. Not only do these line both walls, but they face the customer as he enters the store, and occupy the center of the floor space. These also have been especially constructed for their purpose, and the goods in them are as carefully arranged and maintained as though in the most vital show window. Every article has its place, and the stock is made to conform to the size of the show case rather than being piled in any old way.



The Ott Hardware Co. recognize the fact that "mere man" is just as unconsciously susceptible to appearances as the average woman, and the attractive appearance of such a showcase is irresistible. They practice what every high class jeweler knows, that sales are influenced by the appearance of the surroundings.

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The Ott Hardware Co. do not permit merchants in any other line to have a more attractive or neater store than is to be found in their establishment. They believe that the average merchant in the smaller towns makes a great mistake in not giving more attention to the appearance of their store. They know that the investment in attractive show cases and display boards, which makes possible the neat arrangement of their stock, has been repaid a hundred-fold.

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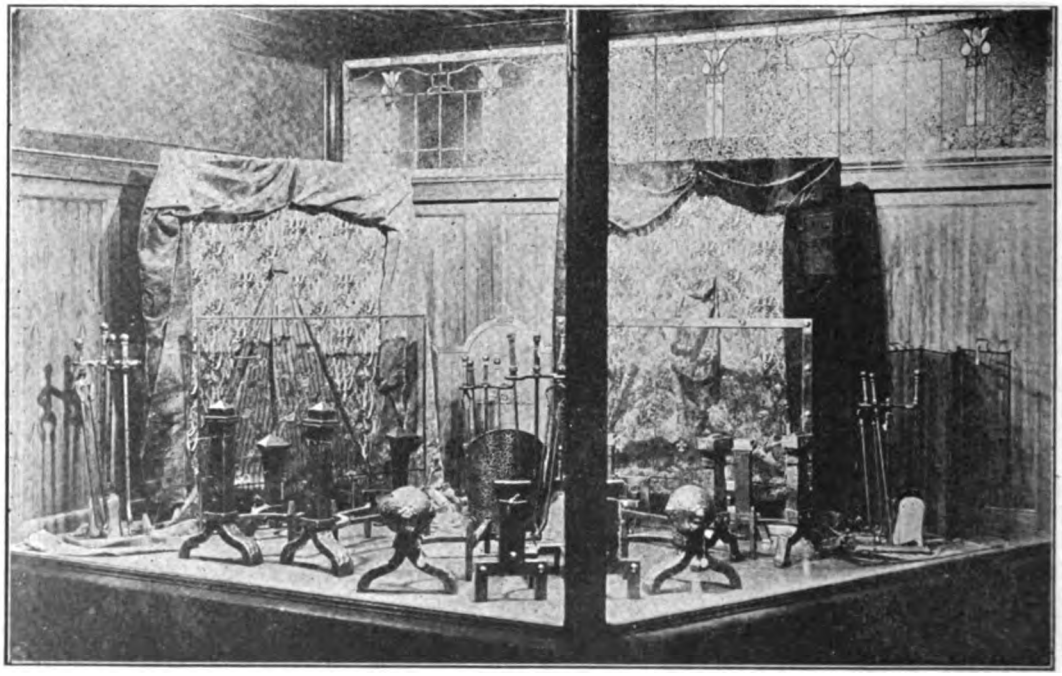
We are glad of the opportunity of showing snapshots of the men responsible for one of the neatest, best arranged and most attractive hardware institutions of the country. Mr. Moline, shown at the right, has had the active cooperation and support of Messers. Ott and George, who have generously allowed him full opportunity to put his ideas into practice. We are also fortunate in being able to introduce to the HARDWARE WORLD family Mr. and Mrs. Ott and Mr. and Mrs. George and his interesting family.

Special attention is devoted to the show windows, as is apparent in the photograph. Santa Barbara is an outdoor town, and although a few years ago the Ott Hardware Co. carried no sporting goods at all in stock, at the present time this is one of the principal items.

It is the aim of the company to furnish what the customers want in sporting goods, rather than try to force on them some particular line. Service and personal interest are made to enter very largely into the sale of all sporting goods. Any suggestion from a customer is carefully investigated and utilized.

A. C. Moline the Motive Power

It is hard to tell the story of the Ott Hardware Co. without weaving into it the name of A. C. Moline, store manager, who is largely responsible for the innovations. It is he who designed



Here is one side of the entrance to the Ott Hardware Co. Seasonable goods are attractively displayed.

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the show cases, it is he who dresses the windows, and it was he who introduced sporting goods and now personally conducts this department of this business along with the general supervision of the floor. Co-operating with him and backing him at all times are C. A. Ott and T. M. George, members of the firm.

Mr. Moline is not a veteran in the Hardware Trade, but his over ten years have been constantly devoted to improving his knowledge, receiving ideas, trying experiments and fitting himself and his surroundings at all times to bigger things.

Mr. Moline began his Hardware career at St. Joseph, Mo., and then for four years he was in St. Louis. Moving to California, he was for a time a member of the forces of the Hall Hardware Co., Alhambra.

Millinery Experience an Aid

An interesting variation in his experience came when he went into the wholesale millinery business for a time. Although he found that it was not as attractive to him as hardware salesmanship, he profited greatly by this opportunity to learn color and display values. It is his millinery experience that comes into play when he is dressing windows, or perhaps arranging his stock, and of course it has aided him in his appeal to the women buyers.

During the war Mr. Moline joined the colors and now on his return he is an active worker in the affair of the American Legion in his community.

It has always been our experience that the Ott Hardware Co. could be depended upon to maintain the highest standards and develop the best that is to be attained in the trade. It is now our further feeling that great things will be attained by A. C. Moline, who has now joined his own force, and personality, and ingenuity with these receptive and enterprising merchants.

SALESMEN'S SALARIES

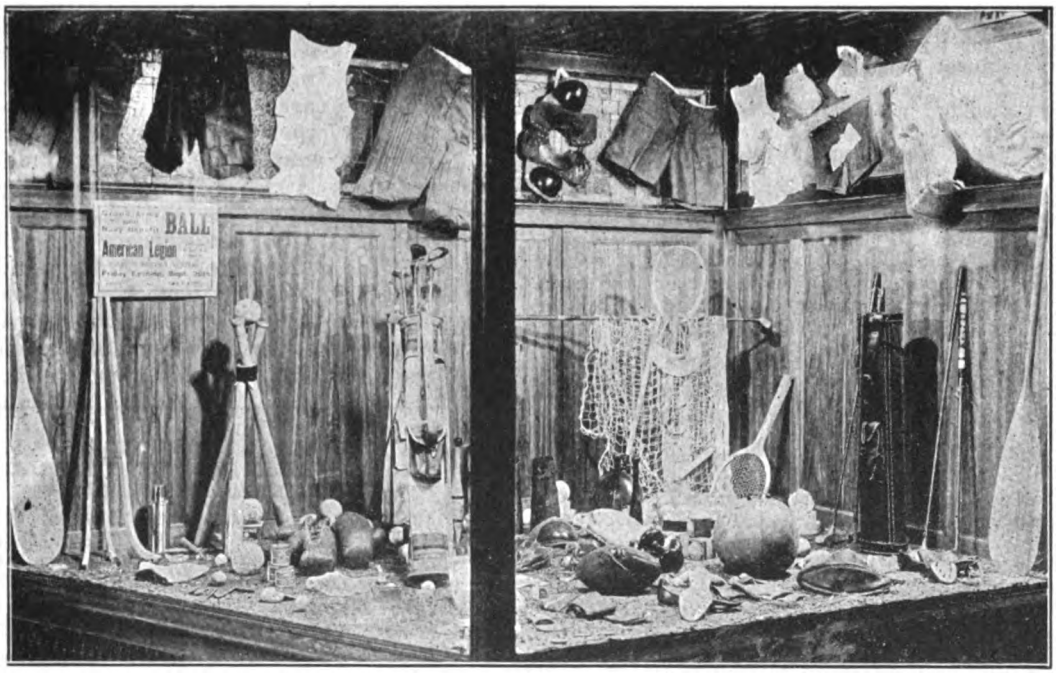
"How much should a store salesman sell? Many interesting figures have been gathered around this subject," said a merchant. "My sales salaries amount to 5.80 per cent of my total sales. But it is unfair to expect uniformity in this regard among all store salesmen. Such factors as the commodity handled, the location of the department, the location of the store, the establishment's reputation, and the amount of advertising done—all these should be considered.

"Six per cent is called normal among the big stores of the great cities. But this varies much in relation to the articles sold. When you allow for the fact that these stores pay an enormous rental for strategic locations, and that they advertise heavily, it is obvious that smaller stores must expect a higher salary percentage.

"Investigation covering many concerns established the following as average salary expenses in these retail lines: Grocers, 7.92 per cent; furniture stores, 8.78 per cent; hardware, 9.98 per cent; shoe stores, 10.56 per cent; druggists, 10.96 per cent; jewelers, 10.98 per cent.

"Naturally, if a man cuts prices his salary expense will decrease, but as his profit per sale also decreases, this may be as broad as it is long.

"One tried and tested plan for handling salary cost and at the same time to benefit all concerned is to install a profit-sharing plan of payment."



The Ott Hardware Co. have done the "impossible" in developing a large trade in sporting goods.

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CAN THIS SELLER ESCAPE HAVING TO DELIVER HIS GOODS AT THE CONTRACT PRICE?

(Copyright by Elton J. Buckley)

Touching the ever interesting and important question when an order for goods can be cancelled and revoked, and when it cannot, I have the following letter from a New York reader. I suppose the question has touched practically everybody who reads these articles, either as buyer or seller:

New York, N. Y.

In May, 1915, one of our customers placed a large order for certain goods. These goods had to be ordered from Bohemia. now the Czechoslovak Republics, and in accepting his order we sent him one of our regular order acceptances. This order acceptance stated: "Prices subject to U. S. Tariff Laws and Changes," and has printed on same in red ink, "Subject to strikes and other causes beyond our control."

This contract, which we forwarded, had been returned to us by the customer properly executed.

Owing to the war it had been impossible for us to make any deliveries of these goods, although the cases had been stored at Rotterdam ready for shipment for a couple of years.

We received these cases last month and informed the customer that these goods are in our possession now, but owing to the extraordinary expenses of storage, ocean freight, loss of interest on our money, and furthermore, in consideration that these goods have a market value now which is more than double the price at the time when the contract had been taken, we would be compelled to charge him prices as per invoices which we forwarded to him.

The customer stated that he cousulted his legal adviser regarding the situation and his attorney informed him that he has a right to demand the delivery of these goods at the prices contracted for.

He later stated that he would be willing to pay us something for the extraordinary expenses accrued, but he would not pay the prices as shown on this invoice and demanded delivery of the goods.

We would like to know if we can be compelled by law under the terms of our contract, which especially states, "subject to strikes and other causes beyond our control," to deliver these goods to him at prices as contracted for in 1915 plus a charge for extraordinary expenses only, or if we can refuse delivery if he is not willing to pay us our full price which we demand at the present time.

We can readily dispose of these goods otherwise, as there is a big demand for such goods in the market.

It would also interest us to know if the conditions of war have cancelled such contracts or if a certain time has to elapse before cancellation may take place.

Your opinion would greatly oblige, R & F.

This is one of possibly a million cases which transpired during the war and since, involving the same question. A very large number of these disputes are still pending and will doubtless lead to lawsuits.

The question is this:

A seller of merchandise accepts an order for goods, all terms being stated, and the deal being complete in every way. For some reason, perhaps beyond the seller's control, there is a delay in delivery, but later he is able to deliver. Between the time when he should have delivered and the time he did deliver, the price advanced. Can he charge his customer the advanced price, or is he bound by the contract?

The answer is that if he has been thoughtful enough to set forth in the contract or the order blank various things that might prevent him from delivering, and to provide that if any of those happened, he should be released from the order, he need not deliver, provided any of the stipulated contingencies happen. If he is prevented from delivering, or if delivering becomes unprofitable, for some reason not stipulated in the contract, he is not released.

This seems to be this correspondent's position and it is the position of many other sellers who try to protect themselves in their selling contracts, but don't go far enough. The correspondent made the contract subject to "U. S. tariff laws and changes." Very well, if the tariff had increased he could add that increase to his price. But it hasn't increased and therefore there is nothing to add on that score. He also made it subject to "strikes and other causes beyond our control," but that refers to delivering or not delivering, not to price advances at all. The correspondent admits he can deliver, therefore the "strikes and other causes" doesn't help him. So as there is nothing in this contract which provides that if the seller should be under "extraordinary expenses of storage, ocean freight, loss of interest on our money," or if the goods should acquire a higher market value, he should be permitted to charge that to the customer, my judgment is that he cannot charge it to the customer, but is compelled under the law to deliver at the contract price.

Let me say in answer to his last question: The conditions set forth in this case, growing out of the war, don't cancel contracts of this sort, unless both parties are willing. They may and do in some cases, give the seller or the buyer a little more time to deliver or to accept delivery, as the case may be, but as soon as they can, the law expects them to go through with it. In other words, the contract under such circumstances is merely considered suspended for the time being.

A seller of merchandise can, if he sees fit, so frame his contract or his order blank that he will be entitled to cancel on almost any ground whatever. Of course it rests with the buyer whether he will accept such a contract, but if he does accept it he is bound by it.

VALUE THE "HARDWARE WORLD" MORE THAN ALL THE REST OF THE TRADE JOURNALS TOGETHER.

In enclosing check for the renewal of our two subscriptions, we want to tell you that we value the "Hardware World" more than all the rest of the trade journals together, and wouldn't think of missing a number.

GLENWOOD MERCANTILE CO.

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A LITTLE RENT OR A BIG TEAR

Better to Correct Errors When They Are First Noticed

Most of us are so constituted that we avoid trouble or unpleasant situations for ourselves if we possibly can.

Probably this is the reason that we are prone to let the errand boy take advantage, and the bookkeeper visit over the telephone, during business hours, and some of our assistants fall into habits which are difficult to break. We are likely to say to ourselves, "I must not see everything, and that is a little matter best ignored."

The salesman, the clerk, the bookkeeper, the errand boy, etc., find that no notice is taken of small delinquencies, and so they repeat them frequently, allowing the bad habit which is small at first to grow rapidly, until it becomes a menace to themselves and their employer.

All this means that the proprietor of the business, or the executive, as the case may be, is living in a temporary fool's paradise, and is traveling rapidly down the road toward the time and place where a large, and perhaps a serious, situation must be met. It is much easier to gather up a small rent than a big tear.

Jones always avoided anything unpleasant if he could, and so when his junior clerk began to come later and later to work, he grew more and more exasperated, until one day he called the clerk's attention sharply to the matter, and the result was that in an extreme press of business the young fellow quit in anger.

Jones was enlarging on the ingratitude of human nature to his partner, Brown, when Brown, to his surprise, said, coolly:

"It's your own fault, Jones. You have permitted him to be late, day after day, and what reason had he to expect that you were going to demand a sudden reform or change of tactics on his part. You should have reprimanded him the first time he was late, as his work is under your care.

"After that he would have been more careful, or it would have been easier to have said to him, 'You must be prompt, or we will have to replace you with someone else.' You weren't fair to that clerk, and you know it."

Sometimes the retail business man is inclined to blame the public for imposing on good nature, or in taking undue advantage in various ways. The truth of the matter always is that we, ourselves, have invited this very situation by tolerating it.

Abuse of Telephone

For example, one business man has permitted patrons and friends to use his telephone. His establishment is in a down-town business district, and gradually it became known that anyone could go into Smith's and use his private phone by asking for the privilege.

After a while people began to take it for granted that it was their right, until Smith was driven almost frantic, for there were streams of people coming to the "free-lunch telephone" and again and again he learned of people who tried to get him over the wire to give him important orders, only to be told continually that "the line is busy." Naturally, these people didn't persist after several rebuffs.

Smith was afaird to tell people to stop using his phone, for fear that he would offend them, and he was face to face with losing business if he didn't. The result was that as he couldn't guarantee enough business for a private booth, he was obliged to put in a second phone for his own use. Even this was not an entire success, for it takes a long time to educate people up to the point of knowing and remembering a telephone number.

If Smith had been wise in the first place, he would have put a sign over his telephone, saying:

"Kindly limit your conversation to two minutes. This is a business phone constantly in demand for business purposes."

And if that didn't answer, he might better have moved his phone to some other point not available to the public, or even made a charge for its use. It is much easier to gather up a small tear than a big rent.

Successful business depends upon being constantly on the job, always on the alert, and never in allowing little foxes to creep in and steal the grapes. It is much easier to handle a small situation than a big one; to check a small fault than a fault grown large; or even to prevent the beginning of that which will make trouble in time to come. Gather up all the small rents before they become big tears.

ESTIMATING PAINT REQUIREMENTS

In estimating the amount of paint required for the home, the property owner is sometimes at a loss as to just the number of gallons required.

While the quantity of paint required varies somewhat with the nature of the surface to be covered, and the conditions under which it is applied, yet the following method of measurement will serve as an accurate guide:

A good grade of prepared paint will cover at least 350 square feet to the gallon, two coats.

First, measure the distance around the house and multiply by the average height; then divide by 350 and the result will be approximately the number of gallons to buy. Of this quantity, one-fifth will represent the paint required for trimmings, cornices, etc.

For blinds or shutters of average size, you will require one gallon of paint to each twelve pairs of blinds, two coats.

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Business and Sentiment

"Casting Bread Upon the Waters" Not to Be Confused With Foolish Risks

WE OFTEN hear the expression that this, that, or the other, is a "cold-blooded business proposition," and that sentiment has no place in business.

It is very true that business must be run on certain safe, conservative lines, and that we have no right to take moral or financial risks to please, or to accommodate, other people. This is the reason that it is so ill-advised to go security, by signing notes, or in any other way, even to help someone in whom we are interested—that is, unless we can afford to take the risk, and are ready to face the possibility of making good to the full face value of the paper.

A recent case of this kind came to notice in which the widow of Smith's partner asked him to go on her bond, as executive of her late husband's estate, and as legal guardian of her minor children. Smith had said (and he meant it) that he would be glad to do anything to help her he could, but when she presented these documents for signature he was obliged to refuse.

The widow acted indignant, and accused him of not being sincere in his proffers of help. He explained to her earnestly, however, that he had no right to assume risks which might rob his wife and children of a home, and an education, for he had no way of knowing what emergencies might come up during the minority of the fatherless children. He was perfectly justified in advising her to go to a bonding company and to pay for her accommodation.

It is safe, then, to lay down as one of the principles of modern business that we have no right to take any unnecessary risks, or to allow our sympathies to run away with our good judgment or sense of what is strictly right and fair to those to whom we owe loyalty and business protection.

Sentiment That Is Sound

Just the same there is a place in business for sentiment—a logical place where perhaps a man can be just and true to his better self, or take the other alternative and grasp the legal advantage which comes his way.

Not long since the warden of a certain famous prison was ousted from office by a political opponent who sought the appointment in his place. Another turn of the wheel of elections brought the ousted man to a position much higher up than the one he had left, and where he had special executive and appointive powers.

Then the war broke out, and our acting warden was obliged to resign from his present position to take up his command as Colonel of his regiment. Both before going across and after, he served his country well. He and his men distinguished themselves signally in some of the most bitter fights with the Hun.

When our ex-warden returned he found that the man who was acting was willing to be relieved, and he let it be known that he would welcome reappointment, but would his old enemy entertain such a thought. Those who remembered the struggle for supremacy between these two men said not. Was it human nature that the man who had been forced out of his job at a time he wanted to keep it, now appoint this same old enemy to fill the position, even although he had the power to do so?

There was no doubt about it, both men were fine fellows and had hosts of friends, but they had not seen things in the same way. Then came what was a surprise to many—the prompt and cordial appointment of the ex-warden Colonel to his old place, and everybody said. of the man higher up who had done it: "He is big, and fine, and square, and all to the good. He has proven himself a man."

The cold-blooded business proposition would have been to say, "No, he is on the opposite side in politics. I cannot give him preference over others." Sentiment said: "Our brave heroes are not fully returned, until they are returned to their jobs."

Another Experience

In a recent turn of affairs in a retail business, two men found their interest a tie. Good judgment dictated that they separate because of the lack of harmony. One of the men was seriously injured in an automobile accident, and the chances were that he would not be able to resume business again for a long time, perhaps never.

The one who was left chortled to himself, and said: "Here's my opportunity. Some people may think I am hard-hearted, but this is a cold-blooded proposition. I hold my interest at $5,000. I will offer him $1,500 for his. I happen to know that he is up against it for cash to pay the heavy hospital and surgical bills he is facing."

The situation was not pleasant, and the injured man's recovery was retarded by his anger at being "squeezed." Then suddenly an unknown friend appeared, and said: "You're a stranger to me, but I do not believe in standing by and seeing a man knifed. If you will make that modern Shylock a give or take offer, which you consider fair, I will stand back of you and finance it. I don't believe that you are hurt as badly as appears. Cheer up, and we'll make

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that offer low enough so that we can unload the whole business without loss, if necessary."

At first the Shylock individual was inclined to bluster, but sufficient pressure was brought to bear upon him, in a firm but quiet way, that he began to see reason, and when the give or take offer was made, he decided to "give." So our injured friend got a fair price for his holdings, and the other man got good value for the money he spent.

Fortunately his injuries were not as serious as had been thought, and the mental relief of his financial situation aided a speedy recovery. He was soon able to go into business again, because he had the money to do it with.

The story would not be complete if the fact were not told that within the course of the next two years the man who had recovered was in a position to give very valuable information to the one who had befriended him in his illness, and that this information was the means of averting a heavy loss and preventing a grave injustice.

It nearly always happens that the "wheel" rolls around, sooner or later. If we do a kindness it comes back to us four-fold, and if we do an unfair, unkind or unmanly deed that, too, comes back, not four-fold, but four times four-fold, in unhappiness and distress.

A Surprising Value

As a matter of fact, sentiment in business has surprising value. When you get right down to "brass tacks," it is sentiment which makes the name of a certain article alone worth thousands, or even millions. People have learned to associate quality and worth with a particular kind of tool, or tire, or household utensil, or tractor. The name stands for service and courteous dealings, and of that sentiment represented by a good reputation and a good character.

Sentiment is the essence of the milk of human kindness. It makes people respect themselves more, and the right kind of sentiment makes other people respect them as well. It never causes anyone to take foolish risks, but it does prompt brotherly kindness, cheerful optimism and the willingness to give the other fellow a square deal.

Most people look with pleasure upon the idea of possessing money, yet some day the size of your fortune will be measured by what you have done with it, instead of how many dollars it represented.

The surest way to have a Merry Christmas is to plan to give joy to other people. It isn't always necessary to spend money to do this, for the world is hungry for cheery kindness, helpful appreciation, and the inspiration of encouragement.

WHAT KIND OF A SALESMAN DO YOU LIKE?

Perhaps you have bought oil stock, gold bricks, blue sky, books, washing machines or something of the sort. What kind of a salesman sold you? The chances are he was a smooth tongue artist and was making big money for selling you. Now, any salesman can be a good salesman if he will. If he can't he had better quit. Read what Walt Mason says:

"If a salesman is lukewarm when he boosts the goods he sells, you will never see his form wearing handsome silver bells. Now and then a languid guy comes to sell me books, or trees or strips of azure sky, or a swarm of bumblebees. But his coming is in vain, for his manner don't convince; and I tell him speaking plain, he's a lemon or a quince. Then there comes a sprightly skate who is brimming o'er with zeal; he will burble and orate and put up a noble spiel. This enthusiastic gink, this inspired and gaudy jay, ere he's finished, makes me think his goods are all O. K. He is talking through his fez, dealing bunk, I later guess, but believes in what he says—that's the secret of success. So I buy his duplex chairs, or a large revolving churn, or a span of polar bears, or a lamp that will not burn. If a salesman cannot talk in a fine impassioned vein of his tall self-winding clock, or his patent logging chain, if he cannot make us think his wares are all sky high, he had better take a drink of formaldehyde and die. Earnestness, a man must have if a salesman he would win, whether he is peddling salve or an auto built of tin."

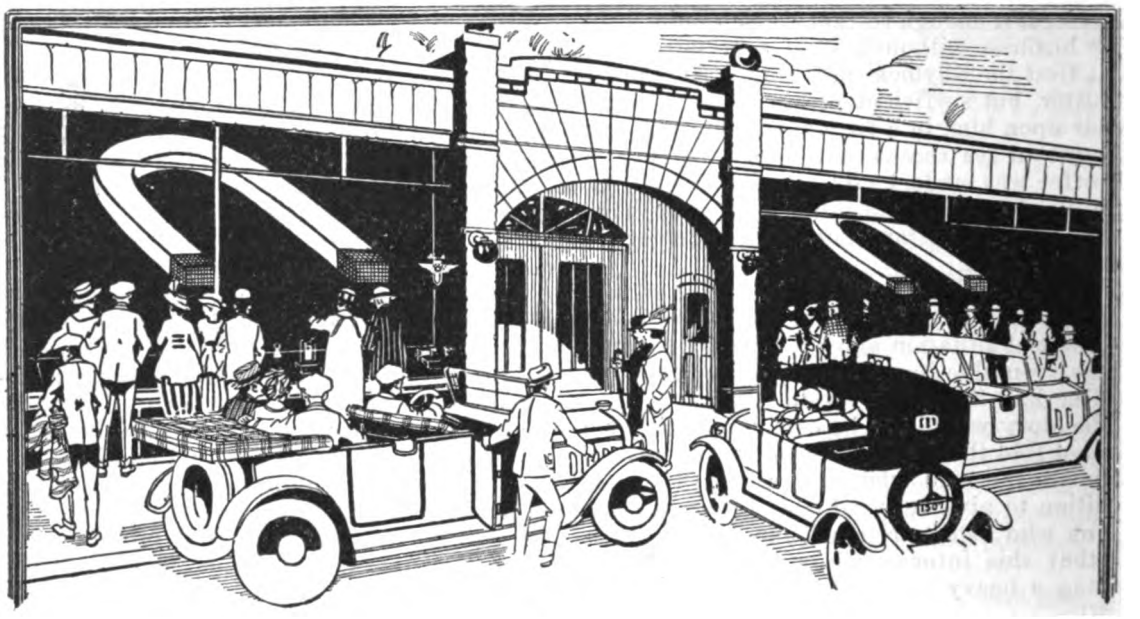
ADDED LIFE FOR GALVANIZED IRON

Many firms and individuals who use galvanized iron seem to believe that since it is galvanized, it is automatically proof against all forms of deterioration due to exposure to the elements. It is quite true that galvanized iron is one of the most durable materials of its weight and will stand quite a large amount of exposure before beginning to rust. However, continuous exposure to moisture will start the molecules of iron to rusting and when once through the outer galvanized coat, the damage is done.

This could be avoided by the use of a galvanized iron primer. After a primer has been applied, a good rust inhibitive paint should be used. This gives life to the galvanized iron and also prevents the formation of rust which would occur if the iron were not painted.

Many large users of galvanized iron about their factories are beginning to realize that in order to secure the best results from a standpoint of economy and service, it is necessary to paint the iron at intervals of two or three years. This policy adds many years of life to their sheds and buildings on which the galvanized iron is used.

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THIS MAN HAD HARD LUCK

I tell you if I had never been born, I would be a happy man today.

The people say children bring luck—if that's so, I was swindled good—in my family I have eight boys—half of them is good for nothing and the other half is no good at all.

They would not let me rest until I bought an automobile; so I bought the best kind—a yiddisher Packard—a Ford, a 1719 model with all the latest disappointments, cost $375 when new and smells as good as any $6,000 machine.

I used to take my family out every Sunday—sometimes I would bring them back again.

The trouble with that machine was that you could not depend on it. One time it would go five hours without stopping, and then stop five hours without going.

It goes backwards as good as frontwards, even better. Every time we would start out for a ride, everybody was smiling—even the neighbors would bust out laughing.

You know an automobile is a pleasure, it is so easy to run.

You hold one hand on the wheel, one hand on the brake, one foot on the clutch, one foot on the gas and with the rest of your hands and feet you sit down and enjoy yourself.

The man that sold me that machine told me that it would last a lifetime—he didn't think I would live long.

He said it would go like the wind, and every time we get in the country the wind seems to die out.

He said it was a great car for endurance—it was—oh, my! what I endured from that car!

The fights I had over that machine with my wife—just like a woman, wants me to do the impossible things—to sell it and oh, how I tried to sell it!

An automobile ain't made to sell, only to buy, so I tried to exchange it for real estate, a sewing machine, a box of cigars, but I could not make a deal, so I didn't know what to do.

I seen in the papers where a gang goes around stealing automobiles that were left in front of houses, so I took mine out of the goolach and left it stand in front of my house all night long for over four months, but I did not have any luck—no one would steal it, no one would buy it, no one would take it for nothing.

I could not even get it insured, so I made up my mind there was only one thing to do with that machine—I left it stand in front of my house and we moved away.

MISSING SUCCESS THROUGH LACK OF STICK-TO-IT—IVE-NESS

There are lots of people in the business world who come mighty near to success, and yet who never grasp it for the simple reason that they stop just this side of doing things right. If they buy an automobile, they neglect to insure it.

If they put in a corking good window display, they fail to make a record of results and goods sold on the lines shown, so as to guide them in the future activities.

They never follow an advantage up to the very finish of clinching what they have won. They are satisfied to stop short of a complete finish of each job.

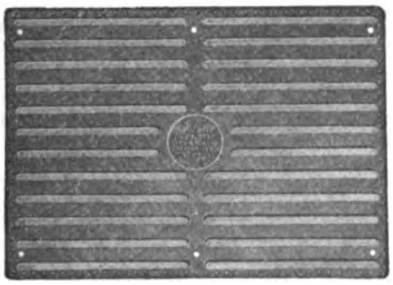
The few men who have mastered the art of successful achievement are those who know that the most important part next to a right beginning is a right closing up of the whole matter.

Every man rides a hobby. He is a pleasant fellow if he knows when to dismount.

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The Little Things—That Make the Car Complete

Stanwood Products



Stanwood Safety Step Plate

Stanwood Safety Step Plates

for automobile running boards assure safety. They add to car refinement and keep the car clean. This device will not mat down or discolor and is very quickly applied. Pat. May 30, 1916; Feb. 19, 1918.

Type B, $2 65 **Type C, $1.60** **Special Ford, $1.60**

Stanwood Conformable Hand Pad for Automobile Doors

An exceedingly ductile metallic sheet is enclosed between the front and back leather sections of the pad, insuring through pressure of the hand, perfect conformity of the pad to the contour of the door.

Positively will not curl by usage, or strong air pressure. Prevents finger markings of the door, especially after car has been polished.

Made up of leather in various grains, such as long, seal, pebbled, smooth, pigskin and patent. Priced from 90 cents to $1.80 each. Size 4¼x7¼ in.



Accelerator Foot Rest

Stanwood Adjustable Accelerator Foot Rest

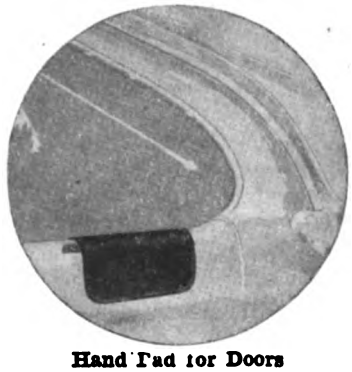
Patents Pending

A reliable safety device to prevent unintentional rapid acceleration when driving over uneven crossings or rough roads. Relieves the foot from constant tension. Permits delicate advancement or retarding of accelerator.

Made with an indented rubber roller vulcanized to a steel tube, revolving on a steel spindle riveted to the uprights. The pressed steel uprights and base sections are engaged by graduated indentations, insuring stability. These parts are sherardized and polished to prevent rusting.

Important Note:—The graduated indentations make our Foot Rest easily adjustable to various heights and positions. This feature makes it fit your usual driving position.

Price $1.60 each



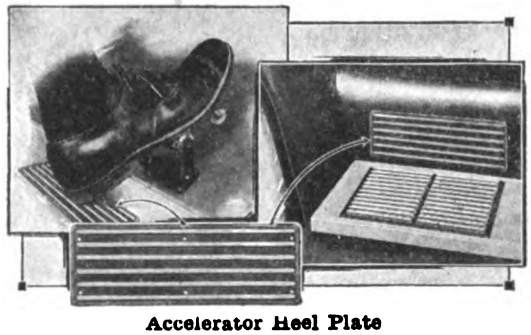
Hand Pad for Doors
Patented 3-19-18

Stanwood Accelerator Heel Plate

A perforated metal plate entirely covered with rubber and provided with a series of longitudinal ribs firmly moulded to the metal plate. Size of plate 4 in. wide, 11½ in. long.

The accelerator Plate furnishes a stable position for the heel when operating the pedal. Prevents wearing a hole in the floor covering of the car and is also used as a toe and heel guard on the running board shield as shown.

Price $0.85



Accelerator Heel Plate
Patented May 30, 1916, and February 19, 1918.

Stanwood Equipment Company - 307 Plymouth Ct., Chicago

For Sale by

ALL WESTERN JOBBERS OF AUTOMOBILE SUPPLIES

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CORD TIRES NEED MORE AIR PRESSURE

It is generally known among motorists that cord tires are built to withstand a great deal of wear and tear and even to take a large measure of undeserved punishment—and despite severe use, to deliver satisfactory service and mileage. But just as a big robust man takes his good health as a matter of course and grows over confident and careless, cord tire users often abuse and neglect their tires because they have been getting such good results with so little attention to them.

But everything has its limit of endurance—and cord tires along with other things. And while a motorist may misuse his tires and yet obtain a fairly satisfactory service from them, he obviously is not getting their full quota of inbuilt mileage. And in these days when, in the interest of economy and conservation, every tire should be made to run out its last possible mile, the motorist who is wasting a portion of the life of his tires, is not doing his full duty.

According to the service manager of one of the large tire companies, fully 40 per cent of the new cord tires that have been sold in the last few months to replace worn out cords, have replaced tires that went out of commission prematurely because of improper care and neglect. And almost invariably the demise of the tire could be traced to the lack of proper air pressure.

"Because of the larger air capacity in cord tires and their greater flexibility and more durable construction, we have advocated inflation pressures for cord tires 10 per cent lower than for fabric tires. But motorists, encouraged by the good service received, have been revising our inflation schedules downward and becoming careless about proper inflation. A recent investigation which we made, showed that many cord tire users were carrying only about half the recommended air pressure. And yet the great majority of these motorists were obtaining what to them was very satisfactory service.

"In these days when every cubic foot of shipping space on our ocean liners is almost priceless, every pound of rubber should be made to do its full duty and every tire should be made to deliver its full measure of miles. Our cord tires have a ten per cent larger air capacity than the same size in fabric tires, so the factor of safety in air pressure for cord tires we place at ten per cent. And whenever a motorist runs his tires at a less pressure than our recommendation, he pays for his greater ease of riding with a portion of the life of his tire.

"The use of cord tires is increasing rapidly and will continue to do so, because of their easy riding qualities and the increased mileage they deliver. But sufficient attention must be paid to the maintenance of proper air pressures if they are to be permitted to run out their full life. The layers of rubber between the plies of cords are heavy—so heavy that the tires will hold up under a tremendous amount of punishment—but they have a limit, and whenever that limit is reached the motorist pays for his experience with mileage that is lopped off his tires."

SELLING SUGGESTIONS TO REMEMBER

Don't argue—illustrate.

Don't ever tell a prospect that he is mistaken.

Don't wear anything to attract or concentrate the eye of the prospect on your dress.

Don't ask the prospect a question to which he can say "no."

Don't talk price; talk quality even though your price is low.

Don't run down the other fellow's goods; talk the reason why of your goods.

Don't say anything against the goods on which the prospect looks with favor, for you will offend his judgment, on which every man prides himself.

Don't contrast your goods with those of a competitor, which the prospect has been using or knows about; talk your goods and let the prospect do the contrasting.

Don't talk loud, particularly at the opening of a selling talk; talk low in order to concentrate the prospect's attention by straining his hearing slightly.

Don't loaf on rainy days; they are good days to find prospects in. They haven't so many callers. You don't have to wait, and are permitted to stay longer.

Don't forget that there are more possible orders in a large number of fair prospects than in a few excellent prospects—so work and make a large number of calls.

Don't forget that if your health is better than that of your prospect, that you have just that much more power over him.

Don't neglect the fact that legs often make up for brains in getting orders—although one isn't much good without the other.

Don't neglect to read the trade journals in your line.

Don't smoke in the presence of a prospect unless he invites you to do so.

Don't talk too much—especially about yourself. Most people do, and then they see where they have missed it. It's all right to be sociable and a good fellow, but remember that the owl got its reputation for wisdom by keeping still most of the time. One of the most difficult things in the world to exercise is self-restraint. That's why people who possess it and who use it to good purpose are so likely to be conspicuous because of their position and success.

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"Double the Order on UNITED Plugs

UNITED

Made for a Purpose
—Consistent Ignition

"United Spark Plugs are our Best Sellers—

"People buy United Spark Plugs as soon as I show them.

"When they see the sturdy, serviceable appearance of United Plugs—the careful assembly, and the 'Lockt' terminal with its positive contact—they know they are buying a ***good*** spark plug.

" 'Put United Plugs into every cylinder' is what I tell them. I don't have to make excuses for United Spark Plugs—they give consistent ignition—absolute satisfaction—to the end.

"That's why our repeat business is so big—our customers come back and they buy ***United,*** the next time they want spark plugs.

"And the United display catches every one's eye—it makes our sales mount."

Ask your Jobber for the Plug in the Yellow Checkerboard Box

RETAIL PRICE

Heavy Duty.....$1
for Trucks and Tractors

Junior Type.....75c
for Passenger Cars

United Manufacturing & Distributing Co.
LAKE SHORE DRIVE AND OHIO STREET CHICAGO, ILLINOIS

Pacific Coast Representative
A. C. RIDDELL,
Marvin Bldg., San Francisco, Cal.
Higgins Bldg., Los Angeles, Cal.

New York Representatives
GRAY-ANDREWS CORPORATION
78 Warren St., New York

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BOTH PARTIES WERE WRONG, BUT THE RAILROAD WAS MOST WRONG

(Copyright by Elton J. Buckley)

The question raised by the following letter will be interesting to every shipper or receiver of freight:

Rayne, La.

Will you kindly give us your opinion upon the following case.

Some time ago we received a shipment of washing machines. One among the number was in a bad condition. This we refused to accept. The railroad company would not deliver any of the shipment unless we took it all, including the damaged machine. Since we could not get it repaired here, we refused to comply with their request. They shipped the whole lot to one of their salvage stations and salvaged them. They now wish us to accept $12 for the whole shipment.

Can they force us to accept this settlement or can we force them to pay us the full cost of the shipment?

We would appreciate a statement of your opinion.

M. K. Co.

I am told that since they went under Federal control the railroads have been doing a lot of arbitrary things like this, relying upon the power of the Government to help them get away with it. The experience of freight shippers and receivers generally, according to my observation, is that their transportation arrangements are less satisfactory today than they have ever been before.

In this article I will discuss the rights and duties of the receiver of freight in such a situation as is here outlined, and the rights and duties of the railroad.

To begin with, a receiver or consignee makes a mistake when he refuses to accept goods merely because a part is damaged or missing. The law says he must accept it and then sue the railroad for his damages. He loses nothing by accepting it, anyway, even if the railroad forces him to receipt for it in good condition, for such a receipt has no weight and can easily be overturned. An acceptance of goods in bad condition is practically never a waiver of the right to claim damages from the railroad.

On this phase of the case let me quote from a leading case:

A consignee is not justified in refusing to accept the goods merely because they are in damaged condition, but should accept them notwithstanding such condition, and then recover from the railroad such damages as have accrued to him because of the failure to deliver the goods in good order. (This is subject to one exception: If the whole consignment is ruined beyond repair, the consignee is not obliged to accept it.—E. J. B.)

The general rule is that the consignee cannot abandon the consignment and sue for the full value, but must accept the goods as tendered and sue for damages.

The above rule has been applied in very many cases. In a Louisiana case the court held that where the shipment consisted of a number of boxes of assorted merchandise, damage to some of the boxes didn't entitle the consignee to reject the entire lot and collect the full value from the railroad. And in a South Carolina case, where molasses was shipped and a lot of it had leaked out, the court told the consignee he must accept what was left and sue for the value of that lost.

In the case submitted, the consignee did not do as he was obliged to do. Did that warrant the railroad in refusing to deliver any of the goods and in subsequently selling them at a fraction of their value? I think not. The railroad is obliged to care for a consignee's property and cannot unnecessarily expose it to danger or to loss. My judgment is that where part of the consignment is damaged, the railroad's obligation is to deliver the undamaged part, about which of course there is no question, and to fuss out the question of liability as to the rest with the proper party. When the railroad refuses to deliver goods belonging to the consignee, which it can and should deliver, it is not only guilty of breach of contract, but of conversion as well, and when the goods are subsequently sold for less than their value, the owner can sue for the actual value. It makes no difference whether the sale was bona fide or not, a railroad has no right to sell at all under the circumstances. There is a Maryland case in which a railroad sold a carload of hogs, after holding them only seven days, when its contract was such that it could have held them longer without loss. The sale was made at a time when the demand was poor and the price low, and the reason for selling was that the connecting railroad, i. e., the road to which the above road was to deliver them, refused to receive them because of a temporary Federal quarantine. The court said the first road had no right to sell in that way, and must pay the full value of the hogs.

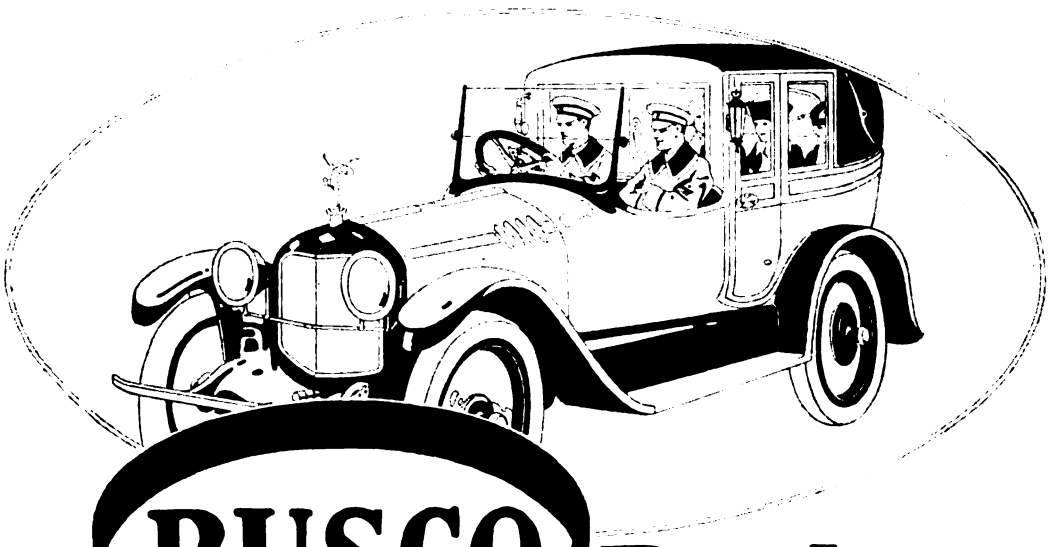
So that the consignee is supposed to accept the goods no matter what their condition, provided they aren't ruined, and to sue for whatever damages can be proven, but if he doesn't, the railroad cannot legally refuse to deliver the undamaged part and subsequently sell it for a fraction of its value.

WOMEN

Women are much like automobiles;
To have they're exceedingly nice,
But after we have them, the upkeep exceeds,
The original purchasing price.
The lines of the body is what takes our eyes,
The pain makes 'em look oh, so good,
But the lines and the paint aren't worth a gosh hang
If there's no power under the hood.
The kind that are speedy all run into dough,
And they have to be kept right in trim,
A blowout or two, and the first thing we know,
We are riding back home on the rim.

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Confidence in the Brakes Means Comfort



RUSCO Brake Lining and Clutch Facings

When striving to give your customers complete satisfaction, reline the brakes with Rusco Brake Lining.

Assurance of safety in the brakes spells comfort to car owners, and adds to the selling value of the car. Furthermore, Rusco Brake Lining is guaranteed for one year.

The following Rusco Products, like Rusco Brake Lining, show the result of 89 years' manufacturing experience in webbing products: Rusco Top Straps, Tire Straps, Fan Belts, Radiator and Hood Lacings, Anti-Squeak Webbing.

Send for Rusco Book—interesting and valuable to the manufacturer and dealer.

The Russell Manufacturing Co.

Home Offices and Factories

519 Russell Avenue, Middletown, Connecticut.

New York City, 349 Broadway. **Detroit,** 18 Alexandrine Ave. East. **Chicago,** 1438 Michigan Ave. **Atlanta,** 60 So. Forsyth St.

Western Distributors, **John T. Rowntree, Inc.** Los Angeles, Cal. **San Francisco, Cal.** Salt Lake City, Utah. Seattle, Wash. Denver, Col.

Southwestern Distributor, Campbell Wood & Co., Dallas, Texas

38 Factory Buildings **Established 1830** **25,000 Shuttles**

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Understandings in Writing

Prevent Misunderstandings

WE CAN easily see how a piece of thread will hold a humming bird fast if twisted about its tiny feet, and it does not take much imagination to go further and to acknowledge that only a small piece of twine will be needed to bind the legs of a big bird, so that it cannot fly.

A business man of large affairs was accustomed to remark that he had always made it a point to get a string on people whenever he could, for while he might not need to use it, the time often came when he found it to his advantage to be able to give the aforesaid string a little tweak to show his power. All of which makes us realize how exceedingly careful we should be lest someone get a string on us.

In business life particularly it is very important that no chances are taken and no loopholes left for come-backs of any kind.

When a deal is going through, or a contract being made, it is the easiest thing to say, "Oh, that will be all right"; or "We will have no trouble over that!" But the businesslike procedure is to stop then and there and settle matters in a clean-cut and final way. Failure to do so always breeds trouble later on.

Many a man takes it for granted that a check is a receipt in the eyes of the law. To be such, one must be able to prove just what the check was given for, and this is not always an easy thing to do. If a check is to be used as a receipt, it should have a statement upon its face as to what it was given for; otherwise it may be claimed, and perhaps rightly, that the check was merely cashed or passed in payment of something else.

The income, corporation and other reports required by the government are valuable in that they force people who might be careless, to clear things up to a certain point. It is, as it were, a time when every business man must stop, put a stone under the wheel, and look over the business vehicle in which he is traveling carefully. Success never lies along the pathway of taking things for granted.

In going into business, a man cannot be too careful lest there be some hang-overs for which the law will hold him responsible. There are times when every man needs the services of a good lawyer who will see possible difficulties and complications and will protect his client from them.

For example, Jones and Smith sold out their partnership to a man by the name of Brown. He took over the assets and liabilities of the company for a fixed consideration, all except the accounts receivable. These he said he would not touch, as he would make enemies for himself in trying to collect them. Jones and Smith agreed to retain these and collected several thousand dollars' worth of outstanding bills, which they divided between them. A sum was agreed upon with Brown which represented these collectible accounts, and this amount was really deducted from the purchase price.

Brown got along swimmingly for a time, then he went into politics, and gradually became dissipated. Seeing the way things were going, he put his property out of his hands, and as many of the creditors had not been paid, they came back on Jones and Smith with the sound, legal claim that as they had retained part of the assets of the company, that they were liable for its indebtedness. Moreover they were obliged to pay, although Brown was the man who should, by all right, have stood in the gap.

A shrewd lawyer could easily have covered this point for them, for neither one had drawn anything out of the company in the way of dividends, or earnings, or capital stock for several years, and as the partnership was in the nature of a corporation, these dividends became a legal liability.

The accounts receivable could have been taken over by them in settlement of these dividend claims, thus protecting them from creditor claims of the new firm, provided it had been done in the proper way, but Smith and Jones didn't think it was necessary to have an expert in law help them close up the business. That is, they did not put a string on Brown. Their experience was expensive.

Truly, a little string will tie a big bird as well as a little one!

WILL GASOLINE DISPLACE GUNPOWDER?

An inventor claims to have made a rifle that uses gasoline instead of powder. If this is practical, the whole theory of firearms may be revolutionized. It is a well-known fact that gasoline is seven times more explosive than gunpowder. That is why insurance companies are very fearful in having it about the premises and would not allow any of it within ten feet of the building until the modern systems of pumps and underground storage for gasoline came along, explosion proof and safe.

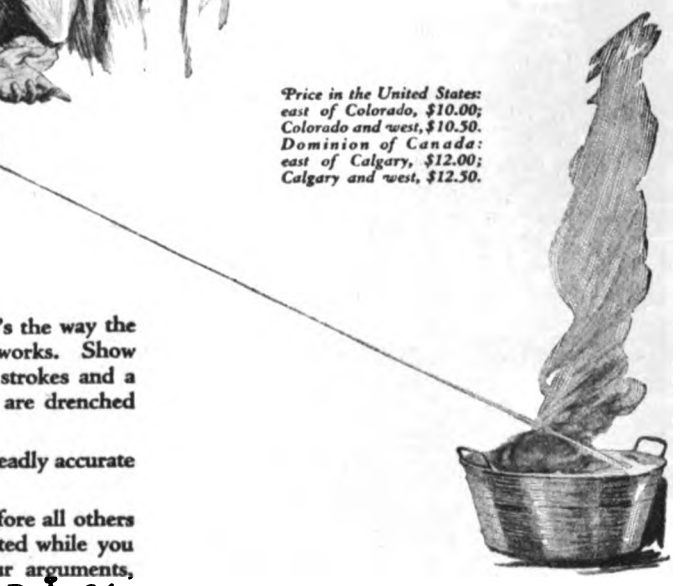
When gasoline is not exposed to the air, there is no escape of the deadly fumes which are more explosive than gunpowder. If the inventor of the gasoline gun has a practical firearm, it is possible that some day we will go out to hunt with a bottle of gasoline and a spark plug.

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A Specialty that you can demonstrate—with profit

Price in the United States: east of Colorado, $10.00; Colorado and west, $10.50. Dominion of Canada: east of Calgary, $12.00; Calgary and west, $12.50.



STRAIGHT to the vital spot! That's the way the Johns-Manville Fire Extinguisher works. Show your customers how, with a few quick strokes and a turn of the nozzle lever, incipient fires are drenched with a steady, non-pulsating stream.

Show them how instantly it acts; how deadly accurate it is.

A true specialty, it is to be preferred before all others of its type because it can be demonstrated while you are talking. It effectively clinches your arguments, **therefore it's a fast seller. Our Jobber-Dealer Sales Policy assures you real trade protection. Write for details.**

The Johns-Manville Fire Extinguisher is examined, approved and labeled by the Underwriters' Laboratories, Inc.

Cars or trucks equipped with the Johns-Manville Fire Extinguisher are entitled to 15% reduction on cost of fire insurance.

Through—

Asbestos

and its allied products

JOHNS-MANVILLE
Serves in Conservation

Heat Insulations, High Temperature Cements, Asbestos Roofings, Packings, Brake Linings, Fire Prevention Products

H. W. JOHNS-MANVILLE CO.
New York City
10 Factories—Branches in 63 Large Cities

JOHNS-MANVILLE
FIRE EXTINGUISHER

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Do you sell lining —or just put it on?

YOU can put on as much brake lining as people ask you to every year—and that may not be much. Two cars out of ten may actually need brake lining, yet they get out if you don't go after the business.

Don't wait to be asked—tell the motorist about brake-lining, and sell it to him. The quickest way to sell brake-lining is to mention Non-Burn.

Johns-Manville Non-Burn is designed and advertised to help you sell it. It is a representative Johns-Mansville Asbestos product that it will pay you to push.

Moreover, our sales policy assures you real trade protection. Write for details.

Through—

Asbestos

and its allied products

JOHNS-MANVILLE
Serves in Conservation

Heat Insulations, High Temperature Cements, Asbestos Roofings, Packings, Brake Linings, Fire Prevention Products

JOHNS-MANVILLE AUTOMOTIVE

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How do you sell Speedometers?

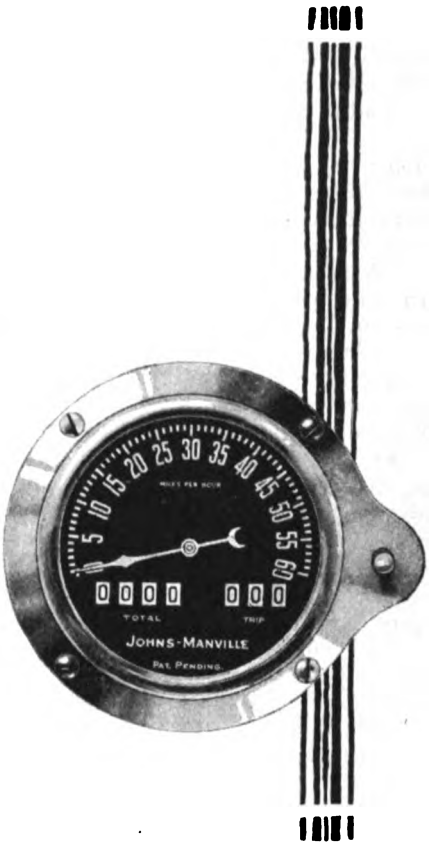
SUGGEST to the man who has just bought a Ford that, in these times of soaring prices, he can keep most accurate track of his running expenses with a Johns-Manville Speedometer.

You'll probably find that your profits on a little sales-talk like this will be a dollar a minute.

Try it, and see if we aren't right.

Price, $16.50 complete with instrument board; West of Denver, $18.00

H. W. JOHNS-MANVILLE CO
New York City
10 Factories—Branches in 63 Large Cities
For Canada
Canadian Johns-Manville Co., Ltd., Toronto



MANVILLE EQUIPMENT

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MAKING NEW TIRES SELL OLD CARS

Just as a new hat, clean collar and polished shoes will make a tramp appear dressed-up, as the saying goes, a new set of tires will work a remarkable change in both the appearance and easy selling qualities of second-hand automobiles, and in that fact lies a magnificent sales opportunity for the aggressive accessory and tire salesman. Help John Jones sell his car by selling him a new set of tires.

"A hundred dollars' worth of new tires will enhance the selling value of the used car at least $200," declared one dealer. "While quality of the car itself is obviously the main point of interest in connection with the purchase of a used automobile, unsatisfactory appearance will frequently over-shadow the merits of the motor.

"Experience has proved that many an opportunity to aid in the sale of second-hand cars comes to the accessory merchant. First, it is necessary, of course, to fix the body, straighten out the fenders, etc. With a good-looking car tires may be the turning point. Worn tires indicate a much longer mileage than the car has actually run perhaps. Tires tell mileage history much more convincingly than speedometer, because speedometers can be changed.

"Consequently it becomes a question of new tires and even more care should be given in the tire equipment of second-hand cars than in the equipment of brand new automobiles. In the case of the used car, the tire equipment becomes much more of a selling point than it is with a car direct from the factory."

Keep a line on the "used car" market in your community. Answer automobile "For Sale" advertisements and propose a new set of tires as the surest way to cinch the sale. Such a feature might be made to develop into a department substantially profitable in itself.

If you are a leader, a real, live-wire leader, you will not have to grumble about the inefficiency of mankind generally and your own organization in particular, for you will so inspire and encourage your associates that they will surprise themselves, proving to you that your own high estimate of them is correct.

QUESTIONS ANSWERED ON INCOME TAX

The approach of the spring promises to bring again a problem to the merchant in the shape of income tax returns. To aid in this difficulty, the HARDWARE WORLD has arranged with an income tax expert to answer all queries and to give advice to any merchant who has difficulty or trouble.

Peter H. Wagner, of the Wagner Audit Co., 63 Park Row, World Building, New York, is a tax expert and certified accountant. Any merchants having questions along the line of the income tax can have them answered through our columns, or from Mr. Wagner direct. If questions are asked through our offices there will be no charge for same.

COMMON SENSE

Editor of the HARDWARE WORLD says:

"That if it's worth while to change your shirt occasionally, it is also worth while to change your ad."

"That a customer in the store is worth two in the street."

"That you have to appreciate your patrons before they will go four blocks out of their way, and pass two attractive hardware stores, in order to trade with you."

"That if you don't take with folk you will soon be taking to the woods."

"That the hardware man who does business on the square will be plumb sure to brace up and get his bit of trade. He will not chisel the public, gouge his clerks nor bolt his job."

"That if you give a patron a little flower of appreciation occasionally, he may wear it in the buttonhole of his mind."

"That courtesy has many tomorrows."

"That patrons are like babies—they prefer to be held, and it is up to the hardware man to do the holding."

BEATING HIM AT HIS OWN GAME

The oldest good story is the one about the boy who left the farm and got a job in the city. He wrote a letter to his brother, who elected to stick by the farm, telling of the joys of city life, in which he said:

"Thursday we auto'd out to the country club, where we golfed until dark. Then we motored to the beach and Fridayed there."

The brother on the farm wrote back:

"Yesterday we buggied to town and baseballed all afternoon. Then we went to Med's and pokered till morning. Today we muled out to the cornfield and geehawed until sundown. Then we suppered, and then we piped for a while. After that we staircased up to our room and bedsteaded until the clock fived."

"My dear sir," said the salesman, courteously, as he handed the customer his package and no change, "you will find that your suit will wear like iron."

And sure enough, it did. The man hadn't worn it two months when it became rusty.

THE WAY THOUSANDS OF WESTERN DEALERS FEEL.

Herewith find our check for $5 for which please credit for subscriptions for three members of our firm.

When these subscriptions run out please remind us, as we are desirous of running a profitable and up-to-date business, and we get helpful hints and good suggestions from your valuable magazines, which we do not want to do without.

SUGAR CITY HDW. & LUMBER CO.

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It's Been A Long Time Coming



CONVERSE CORD

THIS RUGGED OVERSIZE 33X4 CORD MAKES THE STANDARD FABRIC TIRE LOOK LIKE AN INNER TUBE. A BOON FOR DODGE CAR OWNERS AND OTHERS

But It's Been Worth Waiting For.

CONVERSE RUBBER SHOE COMPANY, Malden, Mass.

SERVICE BRANCHES:

New York: 142 Duane Street. 618 W. Jackson Blvd., Chicago.

EXCLUSIVE DISTRIBUTORS

Potter-Hoy Hardware Co., Bellefonte, Pa. McGowin-Lyons Hdw. & Sup. Co., Mobile Stauffer, Eshleman & Co., New Orleans, La.
Nash Hardware Co....Fort Worth, Texas Stratton-Warren Hdw. Co., Memphis, Tenn. Failing, McCalman Co., Portland, Oregon
F. P. May Hardware Co., Washington, D. C. Wm. Stockhoff.....Louisville, Ky. J. S. Latta & Co., 1318 Arch St. Philadel.
Sloss & Brittain, Beale and Mission Sts....San Francisco, Cal.

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MERCHANTS ORGANIZE ANOTHER CO-OPERATIVE BUYING ASSOCIATION

The Hardware Merchants' Syndicate, comprising a number of leading merchants of Southern California, has been so successful that it has led other merchants in California to incorporate the Northern California Hardware Co., with the following officers: G. A. Legg, president; J. L. Emigh, treasurer; J. D. Turner, vice-president; Ben Allen and H. E. Robinson are the other directors.

These men are progressive, enterprising merchants, and we have understood their plan of operation will be to have one member merchant in each town.

The business operations will be conducted from the secretary's office in San Francisco, consisting of an organization of experienced hardware men and buyers.

The spread of what was originally known as the "Pittsburgh Idea" is said to be attracting the attention of the merchants of the Pacific Coast. From information and inquiries which the HARDWARE WORLD has received a similar organization is under way, which will probably embrace merchants of Oregon, Washington and Idaho.

We have understood that the same buying organization which will conduct the operations of the California merchants will probably handle the business in the Pacific Northwest.

SHE LIKED THE "HOOSIT"

A suburban housewife relates overhearing this conversation between her new maid and the cook next door:

"How are you, Hilda?"

"I'm well," said Hilda. "I like my yob. We got cremated cellar, cemetery plumbing, elastic lights and a hoosit."

"What's a 'hoosit,' Hilda?" the puzzled cook exclaimed.

"Oh, a bell rings. You put a little thing to your ear and says: 'Hello,' and someone says: 'Hello,' and you say: 'Hoosit.'"

The Hub Hardware Co., Colton, Cal., reports through its manager, E. F. Harford, that business is very good, and that the outlook has not been as bright for many years. The only problem is in securing the goods.

Preferring the hardware business to banking, S. A. Anderson, formerly cashier of the First National Bank, of Grangeville, Idaho, has moved further west and will enter the hardware business at Astoria, Oregon, in company with Frank Creasy.

B. J. Sutherland has bought from his partner, Charles T. Holston, complete ownership of the Porterville Hardware Co., at Porterville, Cal. Mr. Holston intends to give all of his time to ranch interests and Mr. Sutherland will make no change in the policy of the concern, which has shown a steady and consistent growth since its start.

TEACH CARE FOR INNER TUBES

The importance of the proper care of inner tubes cannot be too strongly emphasized by the accessory dealer who is far-sighted in his dealings with his customers. Many motorists carry their spare tubes loosely in the tool box, where they come in contact with grease and tools. The grease causes the rubber to deteriorate and the tools with their sharp edges often tear gashes in the tubes. Then often in a hurried search for some needed tool the tube is shifted about and there is danger of chafing later from the vibration of the car.

Spare tubes should always be carried entirely deflated and kept folded in a bag.

Then the importance of the use of talc in the application of tubes is not appreciated by many motorists. Talc must be used as lubrication to keep the tube from sticking to the wall of the casing. When talc is sifted moderately on the inside of the casing it lessens the friction between the tube and the casing, reducing heat and lengthening the life of the tube.

When not enough talc is used, the tube has a tendency to stick to the casing or even to vulcanize to the inside casing wall. So that in removing the tube, it may become torn. On the other hand, if too much talc is used, it may collect in one spot, harden and cut through the tube. Plenty of talc should be used, but the excess should be removed by bouncing the casing and scraping out the talc that has collected.

Before appling the tube it should be inflated slightly so that it will lie smoothly in the casing. If this is not done there is danger that the tube will be pinched during inflation.

There is no question that if motorists would give just a little more attention to the care of their tubes a great deal of money would be saved and mileage gained.

We like the "Hardware World" very much and consider it one of the most interesting trade papers that is brought to our notice, and if such is the fact from a manufacturer's view point, it surely must be more so from the standpoint of the jobber and dealer.

STANLEY RULE & LEVEL CO.,
New Britain, Connecticut.



Pack's Pineapple Eyesnip

is the superior and best eyesnip on the market. It is a kitchen article that every hardware dealer should handle. It is a big seller. Literature and prices upon request. Sample 25 cents.
Order Now
Christian Schlicker Mfg. Co.
Rochester, N. Y.

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For Fords, Overlands, Studebakers

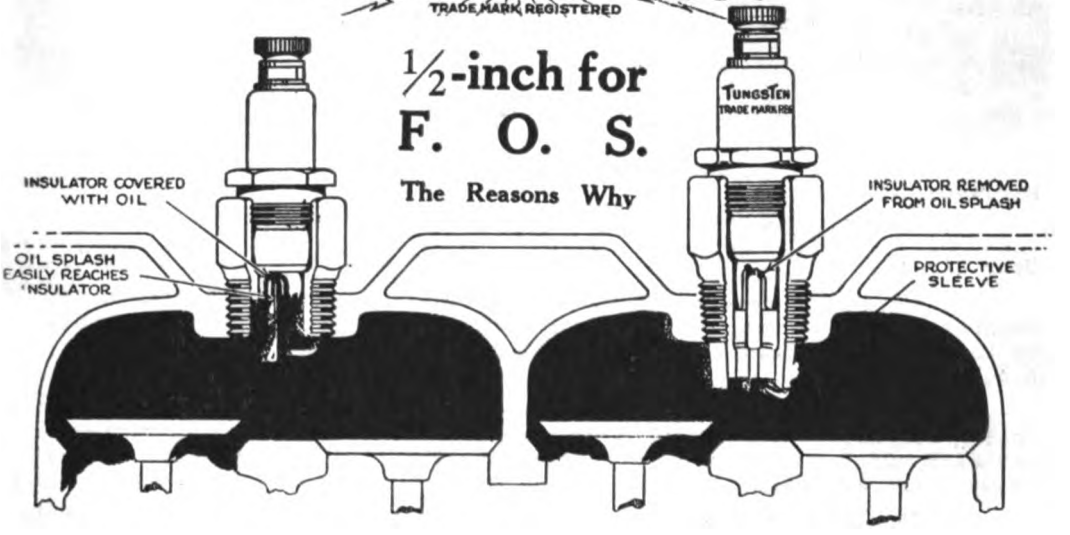
Here's the Answer

TUNGSTEN

TRADE MARK REGISTERED

½-inch for F. O. S.

The Reasons Why



TRY IT at our expense in the worst oil pumping front cylinder you can find

This New Type Tungsten Will Stand More Oil and Carbon Without Shorting Than Any Plug You Have Ever Used and We Will Prove It to You.

Attach This To Your Letterhead

DEALER'S COUPON

READ THE COUPON

Tungsten Mfg. Co.,
Marshalltown, Ia.

Send us, without obligation, one of your new Tungsten ½ inch Special F. O. S.

Name .....

Town .....

State .....

Tungsten Mfg. Co.

Marshalltown, Iowa

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HAMP WILLIAMS, PRESIDENT SAM SMITH, VICE PRES'T. PORTER WILSON, SEC'Y & TREAS.



Hot Springs, Ark. October 24, 1919

Hardware World,

St. Louis, Mo.

Dear Sirs:

Have been covered up with work for several weeks in the U. S. Department of Justice, organizing Fair Price Committees over our state to look after profiteering and hoarding. Big job, and not a very popular one.

In looking through my suspense file to-day I find your letter asking for criticisms and what my employes and myself thought of the HARDWARE WORLD. So, I went about looking for the October issue to see if we found anything in that particular number, worth while.

Now, when we read a journal, we cut out everything that appeals to us as being attractive along lines of living or lines of business.

Finally, I found it all cut up to pieces--couldn't tell much about it. However, I did find several pages devoted to Retail Selling Prices, and this is certainly one very important feature of that issue which the boys overlooked, and I called their attention to it.

I decided to see how many pages they had clipped and found that they had clipped, or taken the full sheet of the following numbers--103, 105, 107, 111, 113, 115, 117, 123, 125, 129, 133, 135, 137, 139, 141, 145, 151, 153, 161, 163, 179, 181.

This does not represent all the good reading in that issue, but it is only that part that appeals to us most that is clipped and passed around. A few of them were given to the superintendent of the public schools. I am president of the school board, and am all the time looking for up-to-date ideas to give the young men in the high school, and get many from your journal.

The information we get from reading any one issue of the HARDWARE WORLD is worth more than a year's subscription. The only time we lose, is when we fail to read it, and the only way I can tell whether my men are interested or not, is by the clippings taken from the journals.

Now that I have told you we appreciate the HARDWARE WORLD, and it is really beneficial to us, I want to prove that assertion in a more substantial way by requesting you to please enter upon your subscription list, the following names of men connected with me in the hardware business.

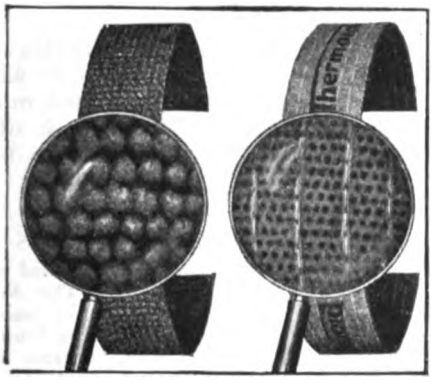
Very truly yours,

Hamp Williams

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The biggest year in the brake lining business



Ordinary woven lining

Notice the loosely woven texture.

Wears down quickly and unevenly.

Loses its gripping power as it wears.

Thermoid Hydraulic Compressed Brake Lining

Notice the compact texture.

Wears down slowly.

Gives uniform gripping surface until worn wafer thin.

How much of the 53,000,000 feet of brake lining needed for 1919 did you sell?

IN 1918 there was one automobile for every 18 persons in America.

In 1919 there are over 6,000,000 cars and trucks which have been in service for over one year.

1920 promises to be the biggest year in the history of the automobile industry.

If 53,000,000 feet of brake lining were needed in 1919—dealers can appreciate the phenomenal sales that 1920 will offer.

The national brake inspection movement

With the increase of motor vehicles and the increasing traffic and safety problems that are confronting the country, the necessity of brake legislation is emphasized.

Police chiefs in towns of 2500 population and over, are supporting the movement for efficient brakes.

Newspapers everywhere are urging motorists to be sure of their brakes. The Thermoid Chart of Stopping Distances, now the Police Traffic Regulation Chart, is being given wide-spread notice by police chiefs as well as by automobile officials.

Dealers should capitalize this movement

Good brakes are dependent upon the most efficient brake lining—car owners appreciating the imperative need of safe brakes are bound to have their brakes inspected—and relined if necessary.

There is a big business ahead for all Thermoid dealers, because Thermoid is the one brake lining that is tied up to the brake inspection movement. It is the one and only brake lining that assures satisfaction to both dealer and customer.

Get your share of this profitable trade. Thermoid is the best known and fastest selling brake lining there is. It will build permanent good-will for you by giving your customers lasting service.

The famous Thermoid guarantee

Every foot of Thermoid Brake Lining is backed by our guarantee: *Thermoid will make good—or WE WILL.*

Thermoid Rubber Company

Factory and main offices
Trenton, N. J.

New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston Cleveland London Paris Turin

Canadian distributors

The Canadian Fairbanks-Morse Company Limited, Montreal

Branches in all principal Canadian cities

Thermoid Brake Lining

Hydraulic Compressed

Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires"

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G. P. Wilcox



G. T. Sprake



C. W. Ellsworth

ENTERPRISE IN PERSONNEL OF SPRAKE SALES CO.

The organization and development of the Sprake Sales Co., Inc., has been a matter of interest to the Western trade, and at the present time, with its office organization covering the Western field from north to south and from the mountains west, its enterprise and organization are a monument to the progressiveness and ability of its president, seconded by his able assistants in the field.

G. T. Sprake was tool buyer for the Simmons Hardware Co. for six years, and for fifteen more years was a buyer for the Shapleigh Hardware Co. He established the Sprake Sales Co. at Los Angeles, Cal., several years ago. He is well known to the hardware trade throughout the country, and with his hard and faithful service, the business and scope of the organization soon grew. Within the last few months branches have been established in San Francisco, California; Portland, Oregon, and Salt Lake City, Utah.

In charge of the San Francisco office is C. W. Ellsworth, for a number of years connected with the Pittsburgh Steel Co. as advertising manager at Pittsburgh, and assistant manager of the St. Louis office of the same concern, in the sale of nails, fencing and hardware specialties. Mr. Ellsworth began his business career at Des Moines, Iowa, as a newspaper man, so that he has the enterprise and intuition of a journalistic experience behind him. Before his connection with his old friend, Mr. Sprake, he was with Swan & Finch, Chicago.

G. P. Wilcox, at Salt Lake, is the junior member of the firm, but no less able and enterprising than the others. He has only a few years history in the hardware business, but he has had considerable experience in merchandising in the dry goods business. Mr. Wilcox believes it is safe to say that the country could use at least 26% more hardware if the manufacturers could produce it.

G. L. Jubitz and F. H. Chown handle the business in the Northwest. Both Mr. Jubitz and Mr. Chown are Portland men, and have long been connected with the Honeyman Hardware Co. there.



Mr. Chown

Starting with his father in the hardware business in Portland, Mr. Chown served his apprenticeship and has spent his life in the trade.

Mr. Jubitz was with Dayton & Hall in the early days, and traveled for R. F. Hall, before the commencement of his seventeen years' service with the Honeyman Hardware Co. During that time he had charge of the builders' hardware department and in recent years the sales department.



Mr. Jubitz

Although the Sprake Sales Co. handles a number of different lines, it has been their experience that their business has increased materially with the establishment of the new offices, owing to the limitation of territory to be covered by one sales force.

MAKES FIRE-PROOF ELECTRIC IRONS



W. J. Murphy

The man who has made irons safe for housewives.

Again we are reminded of Kipling's line in "The Adventurer," when he said, "Anybody might have found it, but his whisper came to me." Elsewhere in this issue will be found the announcement of a new electric iron, which is fire-proof, an innovation contributed to the trade by W. J. Murphy.

The device perfected is a spring which is held down by a fuse pin which rests directly under the plug attached to the cord and when the heat at the base of the iron gets within 100 degrees of the danger point the fuse pin breaks, releases the spring and throws the cord off.

Much study has been given and great sums of money have been spent in trying to perfect some device that will make the electric iron safe when it is forgotten and left with the current on. The necessity of such a device has opened the door to success from the very beginning.

A lot of us still keep our brains in captivity.

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REVERE TIRES



REVERE TIRES have added the fame of perfect service to an already famous name.

REVERE quality makes for steady profits and constant customers.

REVERE RUBBER CO.,
1790 Broadway, New York

REVERE DISTRIBUTORS

Alling Rubber Co., Hartford, Conn.
Alling Rubber Co., Albany, N. Y.
Automobile Sup. Co., Wilmington, N.C.
Bingham Co., W., The, Cleveland O.
Bluefield Hdw. Co., Bluefield, W. Va.
Bronson & Townsend Co., New Haven, Conn.
Brown-Camp Hdw. Co., Des Moines, Ia.
Detroit Rubber Products, Inc., Detroit, Mich.
Electric Appliance Co., Chicago, Ill.
Emmons-Hawkins Hdw. Co., Huntington, W. Va.
Goodyear Rubber Co., San Francisco,
Goodyear Rubber Co., Portland, Ore.
Holliday & Co., W.J.,Indianapolis, Ind.
Hub Cycle Co., Boston, Mass.
Interstate Hdw. & Sup Co., Bristol, Tenn.-Va.
Kruse & Bahlmann Hdw. Co., Cincinnati, Ohio.
Logan-Gregg Hdw. Co., Pittsburgh, Pa.
Miller & Son Co., Chas., Utica, N. Y.
Moore-Handley Hdw. Co., Birmingham, Ala.
Mossman-Yarnelle & Co., Fort Wayne, Ind.
Odell Hdw. Co., Greensboro, N. C.
Plant Rubber Co., Minneapolis, Minn.
Pritzlaff Hdw. Co., Milwaukee, Wis.
Richards & Conover Hdw. Co., Kansas City, Mo.
Rowerdink & Son, W. H., Rochester, N. Y.
Sells Co., J. H. & F. A., Columbus, O
Simmons Hdw. Co., St. Louis, Mo.
Strickland-Tillman Hdw. Co., Valdosta, Ga.
Tennent Sup. Co., Augusta, Ga.
Waite Auto Sup. Co., Providence, R. I.
Watkins Cottrell Co., Richmond, Va.
Worthington Hdw. Co., Staunton, Va

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LEHOUSSE NOW PORTAGE MANAGER

L. G. Lehousse, for the past ten years directly connected with the tire business in the West, has been appointed Pacific Coast manager for the Portage Rubber Company, with headquarters at the Portage Branch, 745 Mission Street, San Francisco. J. D. Pasho, general sales manager of the company, on his recent trip from Akron, Ohio, where the factory is located, installed the new manager.

Mr. Lehousse will assume direct supervision of all the Portage coast branches. We predict that "Lee," as he is known to the trade, will, with the aid of the Portage coast organization, make Portage one of the best selling tires in the West. This prediction is made as from past experience, "Lee" has always registered "success."

CULTIVATORS WILL BE IN DEMAND

Among the seasonable goods which should have a big turn-over next spring are Norcross Adjustable Hand Garden Cultivators, especially suited to the thousands of women who garden, they likewise stand up under the sterner hand of the male operator.

The arrangement of the teeth allows the sharp tapering blades to enter the soil freely without injuring the adjacent roots or foliage. These implements come in three sizes and should prove an attractive specialty line to any enterprising merchant.

STANLEY PRIZE WINNERS

The Stanley Works has announced the winners of its window trimming contest held in six districts recently. The retail stores of the United States were sub-divided in these six parts and four prizes, ranging from $25 to $5 were awarded in each district. Judgment was on photos received, and the works will now use the photos in its own publicity at the same time advertising the retail merchant.

Among the organizations taking first prize were: Duncan & Goodell, of Worcester, Mass.: Bracy Bros. Hardware Co., Little Rock, Arkansas; Peterson Bros., Inc., Brooklyn, New York, and the Maxwell Hardware Co., Oakland, Cal.

THE UP-TO-DATE SHOW WINDOW

Is always on the job.
Works while the store force sleeps.
Never strikes for higher wages.
Never asks for an afternoon off.
Catches the eye of a stranger.
Either attracts or repels.

A retail hardware store in Pittsburg changes its store front four times in five years. Mind you reconstructs their entire store front! Every change more than paid for itself. Recently this store moved into new quarters. They spent more money on the first twenty feet of their store than on the other more than 100 feet.

Why?

Because they know from experience what an attractive store front means. There are some well defined rules that should be followed in making window displays:

The display should be seasonable. Anticipate the season.

Display should be changed once a week.

Wash the windows at each change.

There should never be a mixing of lines.

Some one person should be made responsible for this work.

The same person should attend to all of the advertising.

Live or moving objects are always good.

A brooder and live chicks always attract.

A tank of live minnows always draws a crowd.

Holidays should always be observed by an appropriate window display.

Special attention should be given to proper arrangement of lights.

BROOKINS' ACCESSORY SPECIALTIES

Two interesting and live accessories offered for sale through the Bailey-Drake Co., Inc., Chicago, are manufactured by the Brookins Manufacturing Co., Dayton, Ohio, are the Brookins Automatic Explosion Whistle and the All-In-One Liquid Measure.

The whistle is called an explosion whistle because it only whistles on the explosion stroke of the motor, so there is no spoiling of the mixture by drawing in air through the whistle on the intake stroke. It is guaranteed for life by its manufacturers, and retails for $4.25.

The All-In-One Liquid Measure contains both the necessary funnel, measure and conveyer for filling either oil or gasoline tanks in automobiles. A flexible tube leading from the bottom of the measure, with a valve which is regulated by a thumb lever allows the oil to be poured where you want it after it has been measured in the measure. The price of the measure is $3.50 for half-gallon size, $2.25 for the same size tinned, and $3.50 for half-gallon enameled.

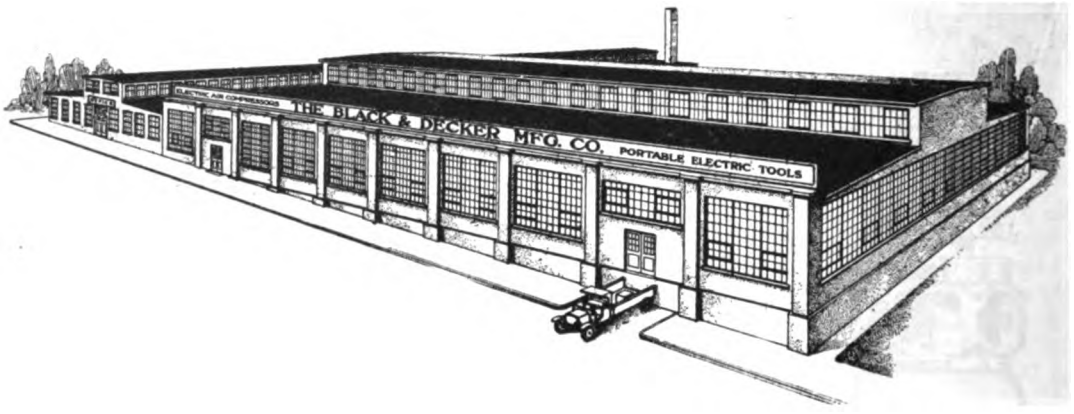
Correspondence may be addressed to the Bailey-Drake Co. or any of the leading jobbers.

Talbot & Hubbard, at Phoenix, Ariz., have just sold a big order of builders' hardware in equipping the New Alexandria Court Apartment at that place. This firm has been in business for thirty years and during that time has equipped some of the largest buildings and filled some of the biggest orders in Arizona.

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BLACK & DECKER FACTORY ADDITION

Ground has been broken and work started on a new and larger plant for the Black & Decker Manufacturing Company at Towson Heights, near Baltimore, Md. The new building will be 100 feet deep by 200 feet wide, erected on the west side of the present plant and directly connected with it. The old plant has a manufacturing floor space of 12,000 square feet and the new building will add 20,000 square feet more, giving a total of 32,000 square feet of manufacturing floor space not including store house, chemical laboratory or the new office building.

The new office building, factory and the eight residences now under construction by the Black & Decker Manufacturing Company are said to be the beginning of a community development which is known to have been for a number of years, the ultimate ambition of the originators of the company.

The residences are duplex houses with stucco finish and green tile roofs. They are of the most modern construction, being planned and built by the Roland Park engineers. Hedges and appropriate landscaping will complete these homes, which will be occupied by the Black & Decker people.

The company now owns about 125 acres of land, including the property on the south side of the Maryland and Pennsylvania Railroad, recently purchased to prevent the erection of the Negro Tuberculosis Sanitorium at Towson.

Practicing what they preach and patronizing home industry, Amundson Bros., at Sunnyside, Wash., are reported to have brightened their store and their town to a new coat of paint.

The A. B. Avis Hardware Co., Pomona, Cal., has been incorporated with a capital stock of $50,000. The firm will be known as the Avis Hardware Co., with A. B. Avis as president.

The Palace Hardware & Arms Co., Phoenix, Ariz., is becoming noteworthy for one of the most complete stocks of sporting goods, as well as hardware in the Southwest. Buyers come from all over the state to take advantage of the display of arms and ammunition, which the Palace Co. maintains on its shelves and in its cases.

Clinton W. Bean, for several years connected with the Lee Allen Hardware Co., at Palouse, Wash., has resigned his position and will accept a new place as head of the hardware department of the Potlatch Mercantile Co., Potlatch, Idaho. Mr. Bean is an experienced and efficient hardware man and should become a valuable acquisition to the enterprising employers with whom he was now taken up work.

SOME GOOD RESOLUTIONS

1. Respect your store and your employer, for their importance is your importance.

2. Do your week's work in one week's time and don't try to stretch Sunday out to a loafing Monday.

3. Call on the store manager oftener than on the cashier, because your money is where you make it, not where you find it.

4. Don't lay down on your trade.

5. Don't substitute and don't try to sell anything that's "just as good."

6. Don't knock another salesman; it merely makes him knock you.

7. Tell the truth about your stock—to your Boss as well as to your customers.

8. Don't steal the store's time. You might as well steal its money.

9. If you can't see opportunities, make them.

10. Sell goods.

There is only one thing to add to this review of retail hardware salesmanship:

It is a good job, even when it seems like a bad one. All you need do is keep a tight grip on it, and keep on gripping.

T. J. Babcock and C. Helm and A. Camp have bought the business of the Endicott Hardware & Implement Co., at Colfax, Wash., from John Dingle. Mr. Camp and Mr. Helm are engaged in business elsewhere and Mr. Babcock will take active charge of the new business.

M. Mintzer has bought a share in the business of Davir Cohn at Chehalis, Wash. These two progressive merchants will continue the business already begun in furniture, carpets, stoves, ranges, crockery, glassware and other household accessories, as well as hardware.

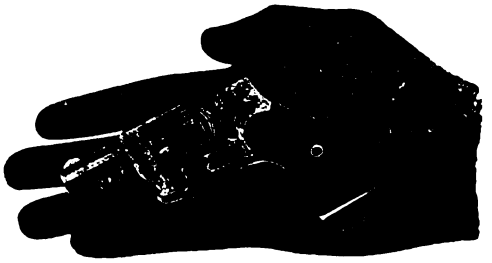
BEST THE WORLD AROUND.

The "Hardware World" is certainly cheap at three times its price and any man requiring up-to-date information, should be a regular subscriber, for it is the best and brightest written trade journal I have ever read.

G. F. STONE,
Wellington, New Zealand.

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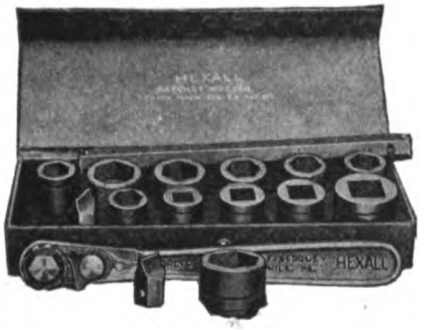
This is the →



"BABY" Hammerless Revolver

Just what all campers, automobilists and other sportsmen are looking for; every family needs one or more. Only 4 inches long, and 6 ounces in weight. Shoots .22 caliber short, rim fire cartridges. Six shot. Positive fire. Equipped with folding trigger, interchangeable parts and one-piece main and trigger spring. Blued and nickel finish.

"HEXALL" Wrenches



"HEXALL"

"Trade Mark Reg. U. S. Pat. Off."

Ratchet Socket Wrench No. 1

16 Pieces. Weight, 35 oz.

Packed in neat, strong, cloth case.

Sedgley Quality Is Your Guarantee of Durability



"HEXALL"

"Trade Mark Reg. U. S. Pat. Off."

Ratchet Socket Wrench No. 2

11 Pieces. Weight, 27 oz.

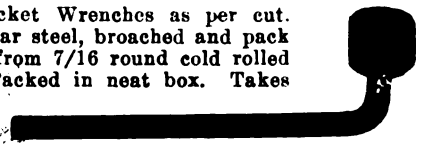
Packed in neat, strong, cloth case.

"HEXALL" Offset Socket Wrench Set

Trade Mark Reg. U. S. Pat. Office



Consists of 7 Socket Wrenches as per cut. Sockets made from bar steel, broached and pack hardened. Handles from 7/16 round cold rolled steel 7" leverage. Packed in neat box. Takes the following sizes of Bolts and Nuts.



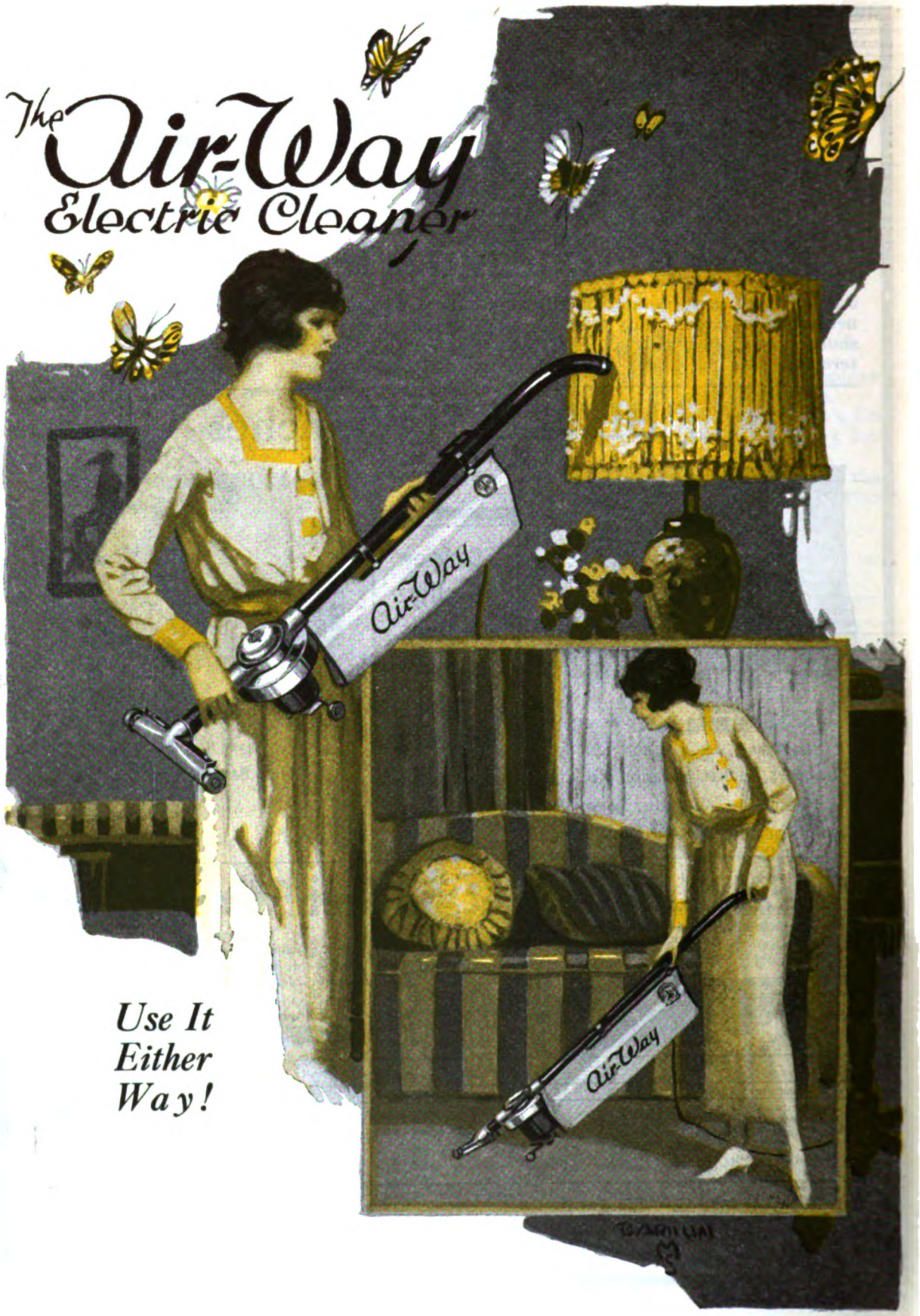
Socket No.	1	2	3	4	5	6	7
Inside Diameter Across Flats	1-2	9-16	39-64	5-8	11-16	25-32	7-8
U. S. Standard Bolt	1-4		5-16		3-8	7-16	1-2
Cap Screws	5-16		3-8		7-16	1-2	5-8
U. S. Standard Castellated	1-4		5-16		3-8	7-16	9-16
A. L. A. M. "	5-16		3-8		7-16	1-2	9-16
A. L. A. M. Plain	5-16		3-8		7-16	1-2	9-16
S. A. E.	5-16	3-8		7-16		1-2	9-16

Break any Sedgley Wrench and we repair it no charge

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco, Cal.

R. F. SEDGLEY MANUFACTURER 2311 N. 16th STREET **PHILADELPHIA, PA.**

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Ready for Immediate Delivery

A Cleaner Which Gets to Places
Only a Dust Cloth Can Reach

On rugs, carpets and floor and other easy places the Air-Way operates just like any other cleaner.

But when milady comes to the hard places—corners, under radiators and out of the ordinary cleaning like portieres, walls, window frames, mouldings, pictures, mattresses and tufted furniture—she just picks up her Air-Way and uses the handle as shown in the picture. The Air-Way is so light that a child can carry and operate it.

With the Air-Way handle she easily cleans the places that only a dust cloth can reach. No waiting to put on cumbercome attachments—not a bit of bother. She simply turns the indicator arrow toward the handle and in a few minutes the Air-Way has cleaned the house for her.

Do you see what this means to Mrs. America?

Do you appreciate the real extent of the immediate Air-Way demand?

Then you will want to write or wire immediately for the complete Air-Way proposition and details of the unique sales plan.

Air-Way distributors and dealers are operating under a plan which makes a big profitable business a certainty

THE AIR-WAY COMPANY,
TOLEDO, OHIO



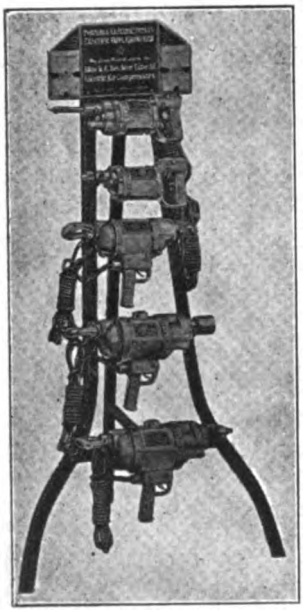
C-The Air-Way Co.

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HOW TO KILL AN ASSOCIATION

1—DON'T come to the meetings.
2—If you do come, come late.
3—If the weather doesn't suit you, don't think of coming.
4—If you do attend a meeting, find fault with the work of the officers and other members.
5—Never accept an office, as it is easier to criticise than to do things.
6—Nevertheless, get sore if you are not appointed on a committee; but if you are, do not attend the committee meetings.
7—If asked by the chairman to give your opinion regarding some important matter, tell him you have nothing to say. After the meeting, tell everyone how it ought to be done.
8—Do nothing more than is absolutely necessary, but when other members roll up their sleeves and willingly, unselfishly use their ability to help matters along, howl that the association is run by a clique.
9—Hold back your dues as long as possible, or don't pay at all.
10—Don't bother about getting new members. "Let George do it!"

BLACK & DECKER DISPLAY RACK



Herewith we reproduce a small likeness of the new Black & Decker display rack. As is evident, the rack holds four different sizes of Black & Decker portable drills, and an Electric Valve Grinder, displaying them to advantage. The racks cost the company $11.00 each, and they are being distributed to stock jobbers in order that they may display these tools prominently in their stores.

Although this policy is perhaps an innovation in merchandising this particular line of goods, the company feels that one of the chief features of its drills is their fine design and workmanship, and it is these qualities that are intended to be brought out by this manner of showing.

E. C. Davis has been made the new manager of the cut glass and household furnishing department of the Montana Hardware Store, Butte, Mont.

At a recent fair at Lewiston, Idaho, the Erb Hardware Co. maintained a novel display. They had a woman in constant attendance cooking on one of their Majestic Ranges, and serving coffee and cake to whoever applied. At the end of the fair a model of the Majestic Range was given away.

WHY IS RUBBER CALLED RUBBER?

It is said that away back in seventeen hundred and something, an Englishman discovered that a piece of this curious crude gum could be used to erase pencil marks. At once there was a great demand for this gum, and half-inch cubes sold as high as two to three shillings.

This would suggest they must have been given to making many errors—quite unlike the folks in Boston, as a Bostonian once told us that rubber-tipped pencils were not needed in Boston, as Boston people made no mistakes in writing.

We find that previous to the time of our English friend, a Frenchman discovered that a piece of bread was most excellent to rub out the marks of a lead pencil.

We also find that a Frenchman possessed a most convenient eraser in the form of a piece of "caoutchouc" which could always be carried around easily. Rubbing by this method was found most satisfactory for removing the marks of a lead pencil and all other spots on paper.

The French insist on calling it "caoutchouc," while the English named it "India rubber." Although none of it came from India and although this precious substance is more largely used in a thousand other ways than rubbing out pencil marks, the name of rubber still sticks.

To care for his rapidly increasing business, Harry Crowe, of Tulare, Cal., has acquired a portion of an adjacent building at the rear of his store. This concrete building, 50x150 will be used for the storage of implements.

H. P. Myers, whose enterprise has made him a leading merchant of Downey, Cal., has just returned from a two months' eastern trip. He reports that the good business he is enjoying at present should keep on for some months.

Fire of unknown origin destroyed the hardware store of C. H. Tarbell & Sons, Victoria, B. C., last month. Later the fire spread through adjoining property, and before it was extinguished $30,000 worth of damage had been done.

Linville Bros., Malden, Wash., who purchased the hardware and furniture store of F. H. Kutnewsky, re sold the stock to the Helmer Hardware Co., of Rosalia. They will combine this store with the stock of the Farmers' Grain Co., and will carry on the buisenss at Malden.

MOST GOODS FOR THE MONEY.

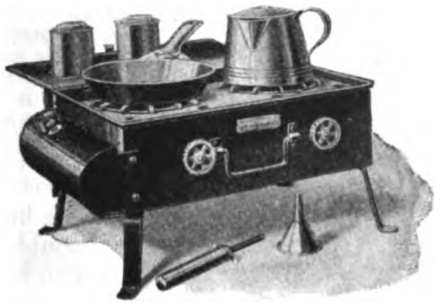
Enclosed find $1.00 in payment of our subscription.

You give the most goods for the money than any publication we know of.

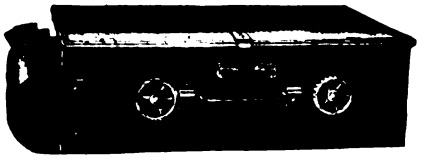
GEORGE T. BALDWIN,
Baldwin Hardware Company.
President Oregon Hardware and Implement Dealers' Association.

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AUTO KAMP KOOK KITS



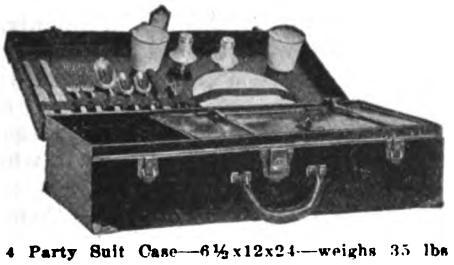
No. 2 and 3 Kit Open



No. 2 and 3 Kit Closed, equipment packed inside



No. 4 Auto Kamp Kook Kit



4 Party Suit Case—6½x12x24—weighs 35 lbs

Dealers in High Class Sporting Goods

find a highly satisfactory outing stove in this line. We back you up in satisfying the customer.

MOST COMPLETE LINE EVER OFFERED

The No. 2 and 3 as shown in cut are two burner stoves with 6 and 8 inch grates respectively.

Furnished with powerful burners that will burn in any wind short of a sand storm. Provided with an approved pressure gauge on the tank.

When folded up, all equipment packs inside.

No. 2, 5½x10x18, weighs 16 pounds
No. 3, 6x10x20, weighs 18 pounds

The No. 4, a single grate, but with same powerful burner as in the other stoves, is great hunter's special and picnic stove.

Size 9x9x4½ weighs 8 pounds.

The FOUR PARTY SUIT CASE is a Lunch Kit plus a fully equipped stove and is equipped exactly like the Thermos outfit with same kind of silver and enameled ware and can be sold at a profit in competition.

ASK FOR OUR DEALER'S PROPOSITION NOW

COMPLETE LINE FOR OUTING IS A MONEY MAKER FOR YOU

MANAGER OF GREATER NEW YORK AND EXPORTS

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103 Lafayette St., N.Y. City

JOBBERS

BROWNING BROS. CO., Ogden, Utah, for Utah, Wyoming, Idaho, Nevada

PACIFIC COAST DISTRIBUTOR

H. A. WATERMAN
1311 Figueroa St., Los Angeles

JOBBERS

W.A. PLUMMER MFG. CO.
San Francisco, Cal.

HOME OFFICE

PRENTISS-WABERS MFG. CO., Grand Rapids, Wis.

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SECRET CONTRACT WHICH LOST A JOBBER MONEY.

(Copyright by Elton J. Buckley)

Not long ago a client of mine, a wholesaler, sold several hundreds of dollars' worth of merchandise to a retailer. The latter had a good store, which he ran under his own name, and appeared to be a prosperous, substantial business man.

Suddenly he died, with my client's bill unpaid. The court appointed an auditor to settle his affairs. An outside man came forward and proved that some time before that he had sold the business to the dead man, that the latter had not had money enough to pay for it, and that the two of them had executed a paper under which the buyer was to run the business as his own, but the title was to remain in the seller until everything was paid. There was still considerable due. The auditor thereupon awarded the dead man's entire estate, which amounted to only about half what he owed on the store, to the claimant who had sold him the business. Nobody else got a cent.

Is it the law that a man may appear to take over a substantial business, run it in his own name, and apparently own everything about it, though it cannot be made to pay debts contracted in connection with it because it secretly continues to be the property of the former owner?

Unjust as it appears to be, this is the law. There are certain exceptions to the rule, however, which prevents its application from being as harsh as it would otherwise be.

It is perfectly legal for A, the owner of a business, to sell it to B upon a contract that although B is to run it and apparently own it, it shall not become his until he has paid for it. Some states have laws requiring contracts like this to be recorded. If they aren't recorded, either as a chattel mortgage or a conditional sales contract, they are void as to creditors of the buyer, and the seller cannot claim the assets as against those who have given the buyer credit.

But in many states there is no recording law, and in that case the law depends on the pure equities of the situation. The law of such cases has become pretty well settled. As between the buyer and seller, such contracts are always good; there is no way in which the buyer can get around them. As between the seller and the creditors of the buyer, the rule is not quite so clear. Most states say that if fraud is not present, the buyer's creditors are also bound by the contract and no matter what debts the business has incurred in the hands of the buyer, the seller can take it away, if the contract between him and the buyer is not carried out, and the buyer's creditors can whistle. There are only three states which protect the buyer's creditors in such a case—Pennsylvania, Illinois and Colorado; they say that when the buyer's creditors have given credit, believing him to be the owner of the business, they can collect regardless of the seller's claims. But when there is no fraud, the law is as follows (I quote this from a leading case):

> Where the case presents no other feature than that the seller has entered into a contract of sale on credit, and has delivered the goods to the buyer upon an agreement that they shall remain the property of the seller until the payment of the purchase money, the property in the goods remains in seller until payment is made, without being subject to execution at the suit of creditors of the buyer, and the title of the seller is preferred to that of purchasers from the buyer. Mere possession of the buyer under a contract of sale containing a stipulation that the property shall not pass until payment of the contract price, is not fraudulent.

You will note from the above that the buyer of a business under such a contract could not sell it in bulk to anybody else, the reason being that he had nothing to sell. If he tried to sell it before he had paid for it, his buyer would have to give it up to the original seller.

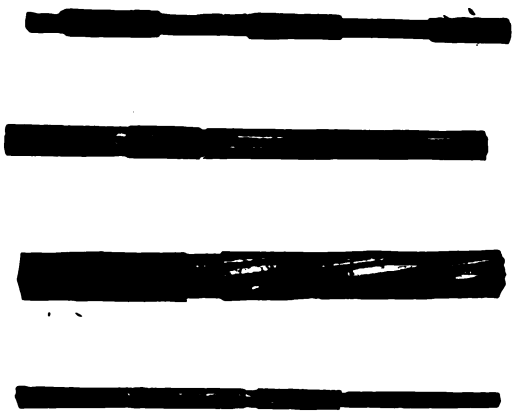
Now let me say a word about what is fraud in these conditional sales. Usually the case is like the one which happened to my client: The buyer apparently buys the store, changes the name under which it is run to his own, and is to all intents and purposes the sole owner, though the fact is that it is still owned by the former owner. The ostensible owner gets credit on the strength of the general belief that he owns the business, and the real owner sits back and knows this, but doesn't open his mouth until the creditors are in up to their necks and the buyer gets in a hole, when the real owner steps in and tries to take the business over to the exclusion of everybody else. This is undoubtedly fraud, and practically all courts will protect the creditors in such a case. To quote from a leading case:

> Where the seller of a business, in addition to giving the buyer possession, clothes the buyer with an apparent title, on the faith of which third persons are induced to act in giving credit or in becoming purchasers, or when he knowingly permits the buyer to exercise acts of ownership over the property inconsistent with a merely qualified right of possession, to the injury of others, it is fraud, and the seller's claims, to the exclusion of that of the buyer's creditors, will not be recognized.

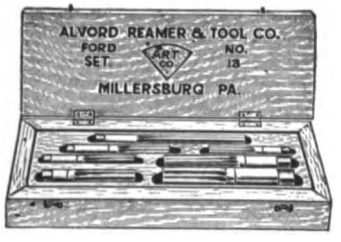
I should say that a distinction is usually made by the law as to the legality of a contract holding title to a business sold in the seller, between cases where the thing sold is something to be sold again, like a stock of goods, and cases where it is something not to be sold again, like fixtures. Many (but not all) courts which uphold such contracts where the goods sold are not to be sold again, do not uphold them as against the buyer's creditors, when the goods are to be sold again. This is because of the absurdity of trying to hold title to something which is passing over the counter every hour. Another interesting feature of this kind of contract is that when the present stock (to which the seller had tried to hold title) is sold and new goods bought with the money, the seller's title does not attach to the new goods at all.

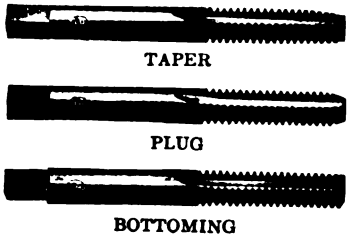
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AIR-WAY CLEANER LAUNCHED ON BIG SCALE

The Air-Way Company was organized by certain directors of the Toledo Screw Products Company, in 1918, to develop the Air-Way Electric Cleaner, which has been in the course of development and invention for the past nine years. After extensive research and trying out of the Air-Way Cleaner, the management purchased a new modern factory and equipped it for the manufacture of Air-Way Cleaners.

The directors recently purchased the Duntley Products Company, of Erie, Pa., one of the early pioneers in the manufacture of cleaners. With the purchase was included a Kinney license, so that the Air-Way Cleaner is manufactured under the Kenny license, and controls exclusively a large number of other valuable cleaner patents, such as the Hollow Suction Handle, the Paper Dust Bag Collector, the Swivel Joint on the floor tool, Automatic Adjustable Roller Supports and Air Control of Suction through the handle and floor tool, together with many other known as the Replogle patents.

The factory now is engaged in production and able to turn out 250 Air-Ways a day and will shortly have facilities for increasing to 1,000 per day. E. L. Bennett, formerly sales manager of the Crystal Washing Machine Company, of Detroit, Mich., is general sales manager. The sales policy of the new company has been planned along an entire new line of merchandising and the company has already connected with several distributors for the Air-Way Cleaners.

Agencies are already established in London and Paris, and a factory branch office at 295 Fifth Avenue, New York, formerly the Duntley Products Company salesroom, has been opened.

Extensive national advertising is being prepared and by January 1 the public will have an opportunity of observing something new and yet most practical in the way of electric cleaners. The Air-Way organization is, of course, the same as that of the Toledo Screw Products Company, who did things in a big way during the war.

The Screw Products Company was a 100% munition plant, and during the war manufactured seven and one-half million 37 mm shells for the Russian, French and United States governments. The directors and owners of the company are all Toledo men, the officers being as follows: Director of board, Thomas H. Tracy, Sr.; president, Pratt E. Tracy; vice-president and treasurer, Thomas H. Tracy, Jr.; Secretary, Newton A. Tracy.

Announcement is made that the Morrison Hardware Co. has purchased the business and stock of the Burnett Hardware Co., at Mackay, Idaho. The new owners will continue to make their store headquarters for a complete line of housefurnishing and sporting goods.

ROTH COMPANY WHOLESALE ONLY

Announcement has been made to the Western trade that henceforth the business of H. Roth & Sons will be conducted under the name of "H. Roth & Sons Company." The new corporation will conduct a strictly wholesale specialty hardware jobbing business, adding new lines as rapidly as conditions permit. They carry factory brands of highest quality, with which all hardware merchants are familiar, under factory numbers and labels.

In addition to regular stock they receive from time to time various "specials" from Eastern sources which are offered exclusively to the retail merchant.

Among the lines represented are Sargent builders' hardware, Yale & Towne locks, Buffalo Sled coasters, Lawson hinges and butts, Luther grinders, Erie tools, Coleman force cups and window cleaners, Columbia anvils and vises, brushes, cutlery, enamel ware and household specialties.

Sam Oliver plans to remodel his store at Aberdeen, Wash., so that he may more advantageously handle his accessory and tire business there.

Schwenne & Thill have succeeded the Central Hardware & Implement Co. at Colton and Uniontown, Wash. They will continue the business as heretofore.

H. H. Stern, of Moscow, Idaho has just received a patent on his Economy Airless Tires. Two used tires are placed together with an iron clamp, thus doing away with inner tubes and air altogether.

F. P. Freeman, of Richland, Wash., is preparing to market his Ideal Tire Alarm, a device for automatically sounding an alarm when the air pressure gets low in an automobile tire, through leakage or other cause.

Lester Ireland has been taken into partnership by George E. Allen, of the Allen Hardware Co., Hillsboro, Oregon, and an enlargement of the business will result, including the handling of implements, machinery, furniture and automobile supplies.

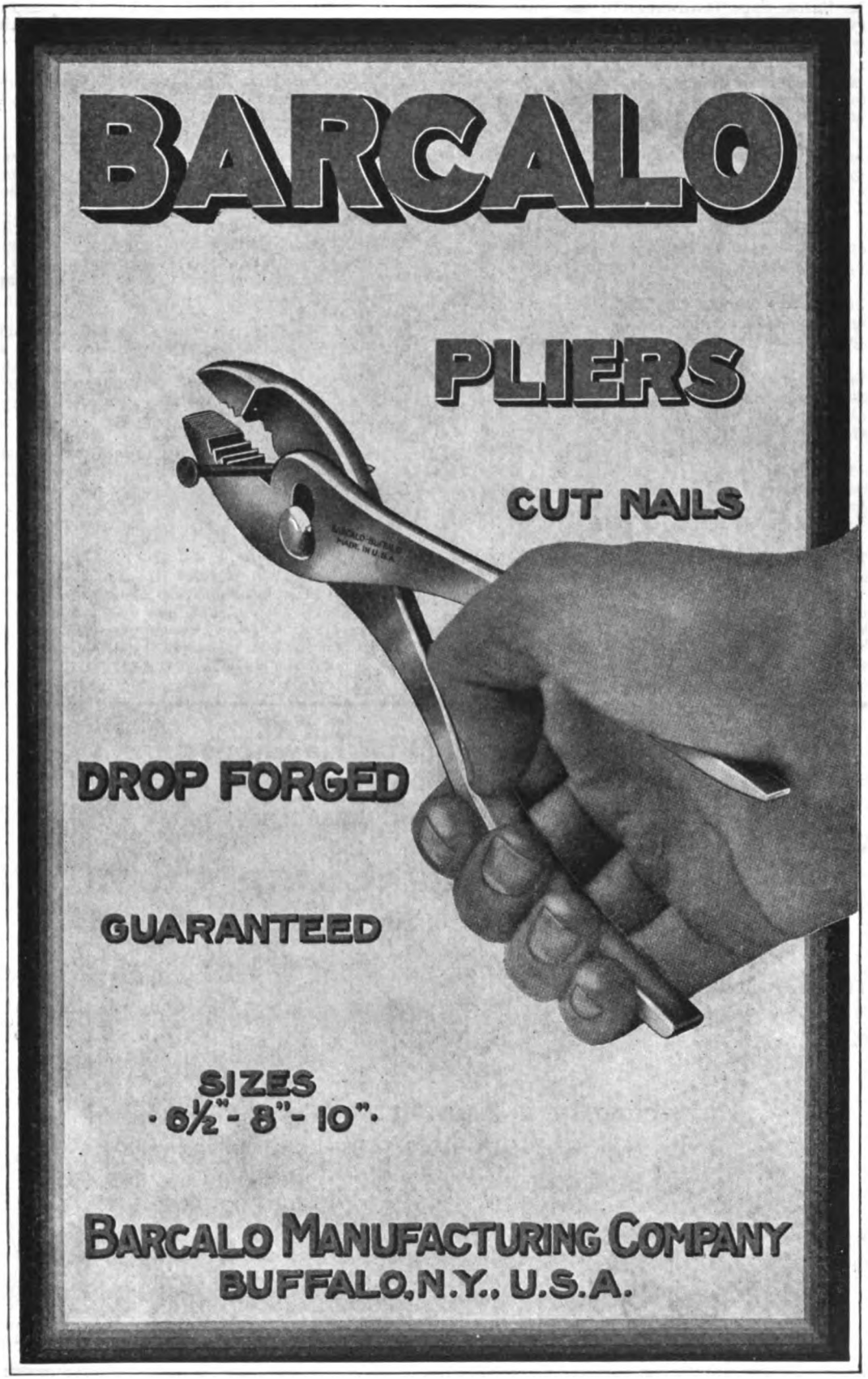
NONE OTHER SO HELPFUL.

There isn't a paper that I prize as highly as the HARDWARE WORLD. In fact, there isn't a paper or magazine printed that is as instructive to salesmen as the HARDWARE WORLD.

Wishing you always the best of success,

AL HERBOTH,
Hoene Hardware Company.

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The Basche-Sage Hardware Co. has purchased the stock of the Eastern Oregon Hardware Co., Baker, Ore., and will continue the business.

Ground has been broken for a two-story brick building for Whiteside & Lock, in their hardware and implement business at Corvallis, Oregon.

The P. J. Cronin Co., Portland, have taken the agency for Oregon and Washington for American Akron Tires. This accessory is just reaching the West.

R. G. Bowerman and H. Van Nerynen have opened an accessory shop in Portland on Burnside Street, near Tenth, where they will handle tires and specialties.

The Western Rubber Co. is now erecting and preparing for operation a tire plant at Tacoma, Wash. It is expected that tires will be produced by February 1.

The Motorist Supply Co. has opened offices at 513 Stewart Street, Seattle, Wash., where a complete and abundant line of tires, oils, accessories and camping necessities will be handled.

Indicative of the reward that comes to enterprise in the hardware business, W. C. Dement, the good merchant of Roseburg, Ore., has just purchased a 22-acre tract adjoining that town for a residence.

The Akers Hardware Co., Oakesdale, Wash., has perhaps departed from the usual by the purchase of a furniture and undertaking establishment formerly conducted and owned by J. H. Bailor. They have also purchased the building in which their store is located. The two will be connected, the businesses continuing under one management.

C. A. Stoner has opened an accessory shop at Puyallup, Wash., where supplies of oil, gas and tires will be handled along with other accessories.

W. L. and T. B. Erwin are erecting a building at Sixth and Glisan Streets, Portland, Ore., where bicycles and auto accessories will be retailed.

The Rubber Service Co., at Eleventh Avenue and East Pike Street, Seattle, Wash., have just taken on the agency for the Norwalk Tire in connection with other accessory business.

The Auto Boot Manufacturing Co., Spokane, Wash., is now extensively engaged in the production of porcupine boots for automobile tires. E. F. Campbell is president of the company.

The U. S. Manufacturers Sales Co., with offices at 612-618 Pittock Block, Portland, are doing a large business in the demountable rim lug shims which they manufacture and distribute throughout the Northwest. It is claimed that 25,000 shims daily are being ordered and shipped.

Darby & Mowery, of Pomeroy, Wash., issued notice to the trade that the partnership hitherto existing between W. L. Darby, C. H. Mowery and C. W. Mowery has been dissolved by mutual consent. Mr. Darby retires from the business, and the new firm name will be C. H. Mowery & Son.

The family of Herbert W. Finck, president and manager of the National Auto Accessory Co., 801 Union Street, Stattle, Wash., have the distinction of receiving a letter from the War Department diplomatically telling of the wounds received by their son after Mr. Finck had been home for over a year.

Hardware Dealers Who Have Sporting Goods Departments

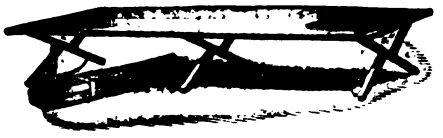
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"GOLD MEDAL" Folding Camp Furniture

(Trade Mark Reg. U. S. Pat. Office)

PROFITABLE, READY SELLERS

THE LOGICAL FURNITURE FOR SUMMER AND "OUTDOORS" USE—



"Gold Medal" Cot No. 1
The Cot of "Many Uses"

—FOR CAMP, LAWN, PORCH, BOAT CANOE AND YACHT, CLUB HOUSES, etc.

FOLDS COMPACTLY—LIGHT—STRONG—COMFORTABLE

Sold only through Jobbers and Dealers—Send for Catalog and Prices

GOLD MEDAL CAMP FURNITURE MFG. CO., 1705 Packard Ave., Racine, Wis.



Porch and Deck Chair



Folding Table with Shelf



Cot Equipped With Mosquito Bar Frame and Netting

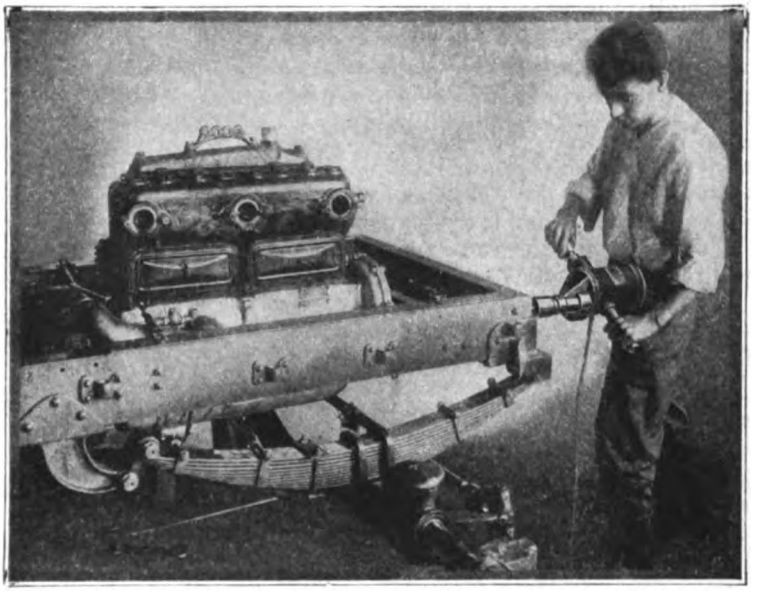


Folding Chair for all uses



Lawn and Camp Chair

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THE STANDARD PORTABLE ELECTRIC DRILLS AND GRINDERS WILL REDUCE COST AND SAVE TIME

The Tools you take to the work.

SPECIAL PROPOSITION TO JOBBERS AND DEALERS



WRITE US TODAY—AN EXCELLENT PROFIT AWAITS YOU

EVERY TOOL GUARANTEED BOTH ELECTRICALLY AND MECHANICALLY

BALL BEARINGS ARE USED THROUGHOUT

We manufacture drills and grinders for every class of work in all sizes—Write for Illustrated Catalog

THE STANDARD ELECTRIC TOOL CO.

CINCINNATI, OHIO

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USING OBSTACLES AS STEPPING STONES

Someone has said, the man who is in advance of his time is usually the butt of stone-throwing on the part of people who do not understand and appreciate him. And that the leader is the man who can take these stones and the mud thrown at him, and build a monument out of them. So do not take it to heart too seriously if everybody doesn't appreciate what you are honestly trying to do. Have a vision of something worth while, and try to bring it to actual pass. If you do, you will never complain that life is monotonous or that the years drag.

INCREASING DEMAND FOR UNBREAKABLE WINDSHIELDS

Every owner of a car (and that practically includes all the great family of HARDWARE WORLD readers), every merchant who sells auto accessories, and tnat likewise embraces almost every merchant in the HARDWARE WORLD family also, will be interested in knowing of glass that is absolutely safe, "Ultra Glass," in fact, the uses of which are being greatly extended.

Ultra Glass came into use prominently as a war necessity, and was used to protect the aviators, and a vast number of uses were found on almost every kind of vessel that is afloat, as a means of affording safety for passengers.

Now that the demand for Ultra Glass has been lessened by reason of the cessation of war, it is coming to be recognized as an absolute necessity wherever safety is desired.

Every motorist who sees the glass demonstrated at once recognizes its value, for a car fitted with ordinary glass in a windshield or a window is a constant menace to the peace of mind of the occupant, who knows what will occur in case of a crash.

With the Ultra Glass the possibilities of a shower of flying glass over one's head are entirely eliminated, for Ultra Glass cannot be shattered or separated by any blow.

You can take even a small piece of glass in your hand and hit it as hard as you can with a hammer, and you will not find any of it to fly out. It is proof against vibration and concussion. Windows and doors will not break under road shock or slamming.

This glass is made of two sheets of the finest glass welded together by pyroxylin plastic sheets. Thus there are three layers, glass, pyroxylin sheet and glass, so welded that they form a single unit, resilient, impenetrable, non-scattering and safe.

The Glass Founders' Corporation of Milltown, New Jersey, are the manufacturers, and their Pacific Coast distributors are the Western Agencies Co., 285 Minna Street, San Francisco.

Our far Western readers will find the Western Agencies Co. glad of the opportunity of sending samples and giving them full descriptive matter, or inquiries can be addressed to the factory.

The Burch Hardware Co., San Gabriel, California, are preparing to do a larger business than ever in their new quarters.

PLEASANT DAY!

Depends on the folk, and not on the weather.
Whether you and I agree altogether;
Depends on the patrons, depends on the clerk,
Far more than it does on the weather man's work.



THE PASSING OF G. C. EDWARDS

The silver industry loses one of its most sturdy pioneers, and the hardware trade at the same time mourns a staunch and faithful friend in the passing of George C. Edwards, 73 years old, vice-president and one of the founders of the International Silver Company, at his home in Park Place, Bridgeport, Conn., after an illness of a year's duration.

George Clarke Edwards was born in Watertown, Conn., June 29, 1846. On leaving school Mr. Edwards was clerk in one of the Watertown stores and soon became connected with the drug and chemical business, in the manufacture of wood alcohol. His great knowledge of chemistry and of the original processes, which he studied both at home and abroad, enabled him to produce this very successfully, utilizing materials previously discarded by manufacturers in other lines as waste. He organized the Bruccy Chemical Company, which afterwards removed to Binghamton, N. Y., where it established a large plant with imported machinery, and he was its manager, secretary and treasurer.

In 1880 he became secretary and treasurer of the Holmes & Griggs Manufacturing Company, of New York, and became so deeply interested in the silver industry that he purchased a controlling interest in the Rogers & Brittin Silver Company in Bridgeport and made it the Holmes & Edwards Silver Company, which soon became one of the largest and most progressive of its kind in the world. In 1898 the Holmes & Edwards Company united with other leading silverware companies to form the International Silver Company, and Mr. Edwards, who had been active in the formation of the new company, was made vice-president.

In 1887, realizing the value of weldless wire chains, he organized the Bridgeport Chain Company, of which he was president and treasurer. He was also director of several Bridgeport banks, and was for ten years a member of the Bridgeport City Board of Apportionment.

In February, 1872, he married Ardelia E. Holmes, who died several years ago. A year and a half ago, Mr. Edwards married Mrs. Annie McLean Booth. He leaves his wife, one son, George Holmes Edwards, two brothers, Samuel, of Albert Lea, Minn., and Charles G., of California; also a number of nephews, among whom are George Edwards Judd and William B. Judd, of Waterbury.

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TREMENDOUS RESERVE STRENGTH
That Means Safety In Emergencies



Usual road service does not use up the vigorous resistance of Higgins Replacement Springs. There's always a reserve supply of strength—stamina—that survives the terrific impact of big danger-ladened emergencies.

The Improved Higgins heat treatment, applied to the finest quality of motor car spring steel, develops all of the remarkable resiliency and hardiness of the metal, which, shaped to the new Higgins model—no center hole, bolt or hump—provides a spring of vast superiority in safety, riding quality and economy.

The service of Higgins Quality Replacement Springs—the abolishment of jars, jolts and smash-ups—freedom from breakage—guarantee every user the greatest of satisfaction and utmost of economy.

Dealers in Replacement Springs find that the sale of Higgins Quality Replacement Springs affords unrivaled opportunities for increasing business and satisfying trade.

Catalog, listing the most comprehensive line of Replacement Springs on the market, upon request.

SEND FOR IT

HIGGINS SPRING & AXLE CO.,
Dept. 1241 RACINE, WIS.
So. American Rep., C. J. P. Lucas, Galeria Guemes, 558-559 Buenos Aires

HIGGINS QUALITY SPRINGS
for all PASSENGER CARS AND TRUCKS

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Service—

that is what the user requires of an ignition battery — not only long service but the **right** kind of service. High amperage is an important item of service — so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

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New York 17 Park Place — Chicago 114 S. Wells St. — St. Louis 1106 Pine St.

604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio; St. Louis, Mo.

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Edison Mazda Lamps
Rives' Pedal Pads
"Genemotor" Ford Starting and Lighting System
Arrow Grip Truck Chains
Aluminite Solder
Gitts Oil Cups
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Raybestos, Non-burn and Thermoid Brake Linings
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"Rie-Nie" Winter Fluid
Vulcanizer Tools, Supplies and Equipment

And a Complete Line of Mechanics' Tools and Garage Equipment

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115-117 South West Temple Street, Salt Lake City

COMING ASSOCIATION CONVENTIONS

Oklahoma Hardware and Implement Association. Oklahoma City, Oklahoma, December 9, 10 and 11, 1919. W. B. Porch, Secretary, Oklahoma City, Oklahoma.

The Mountain States Hardware and Implement Association. "Eighteenth Annual Convention and Exhibit," January 20, 21 and 22, 1920. Denver, Colo. W. W. McAllister, Secretary-Treasurer, Boulder, Colo.

Pacific Northwest Hardware and Implement Association, fifteenth Annual Convention, Davenport Hotel, Spokane, Wash. January 20, 22 and 23, 1920. E. E. Lucas, Secretary, Hutton building, Spokane, Wash.

The Oregon Retail Hardware and Implement Dealers' Association, Fourteenth Annual Meeting, Imperial Hotel, Portland, Oregon. January 27, 28, 29 and 30, 1920. E. E. Lucas, Secretary-Treasurer, Hutton building, Spokane, Wash.

Kentucky Hardware and Implement Dealers' Association, Armory, Louisville, Ky., January 28 to 31, 1920. J. M. Stone, Secretary, Sturgis, Kentucky.

Nebraska Retail Hardware Association, Lincoln, Nebraska, February 3, 4, 5 and 6, 1920. Nathan Roberts, Secretary, Lincoln, Neb.

Wisconsin Retail Hardware Association, Milwaukee, Wis., February 4, 5 and 6, 1920. P. J. Jacobs, Secretary, Stevens Point, Wis.

Michigan Retail Hardware Association, Hotel Pantlind, Grand Rapids, Mich., February 10, 11, 12, and 13, 1920. Exhibit in Furniture Exhibition Building. Arthur J. Scott, Secretary, Marine City, Mich.

Pennsylvania and Atlantic Seaboard Hardware Association, Bellevue-Stratford Hotel, Philadelphia, Pa., February 10, 11, 12 and 13, 1920. Exhibition in Philadelphia Commercial Museum. Sharon E. Jones, Secretary, 1314 Fulton building, Pittsburg, Pa.

Iowa Retail Hardware Association, Des Moines Auditorium, February 10, 11, 12 and 13, 1920. A. R. Sales, Secretary, Hardware building, Mason City, Ia.

North Dakota Retail Hardware Association, Grand Forks, North Dakota, February 11, 12 and 13. C. N. Barnes, Secretary, Grand Forks, N. D.

Missouri Retail Hardware Association, St. Joseph Auditorium, St. Joseph, Mo., on February 17, 18, 19, 1920. Secretary, F. X. Becherer, 5136 North Broadway, St. Louis, Mo.

Minnesota Retail Hardware Association, St. Paul Auditorium, St. Paul, Minn., February 17, 18, 19 and 20, 1920. H. O. Roberts, 1030 Metropolitan Life building, Minneapolis, Minn.

New York State Retail Hardware Association, Onondaga Hotel, Syracuse, New York, February 17, 18, 19 and 20, 1920. Exhibition in State Armory. John B. Foley, Secretary, 607 City Bank building, New York City.

New England Hardware Dealers' Association, Mechanics' Building, Boston, Mass., February 23, 24 and 25, 1920. George A. Fiel, Secretary, 10 High Street, Boston, Mass.

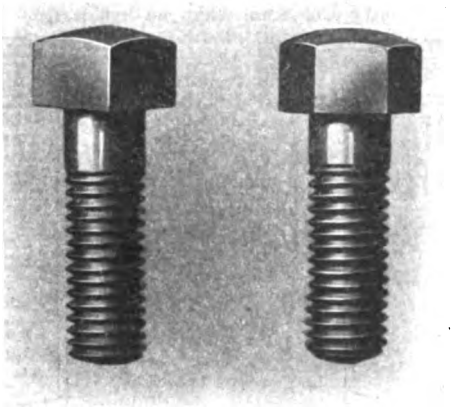
Ohio Hardware Association, Hotel Gibson, Cincinnati, Ohio, February 24, 25, 26 and 27, 1920. James B. Carson, Secretary, Dayton, O.

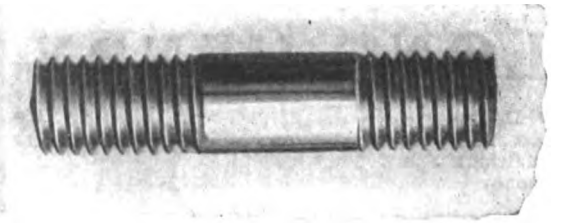
Fall hardware business is reported especially good by the Bay Stevens Hardware Co., Phoenix, Ariz. They have had particularly good results with oil and coal stoves.

G. Harry Boutelle has been taken into the business of the Lamanda Park Hardware Co., Lamanda Park, Cal., by his father, and the two will carry on that enterprising business.

B. F. and S. F. Spriggs have purchased the business of Meier Bros., at Azusa, California. The new proprietors are experienced hardware men and will continue to run the store on the same basis as before.

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WM. H. OTTEMILLER CO.
YORK, PA.

Manufacturers of Cap and Set Screws
Screw Machine Work

Here's the Way to Real Profits with the

EWALD
Tire Retreader Outfit

TAKE ADVANTAGE OF THIS BIG FREE OFFER TO HARDWARE SHOPS

WE GIVE YOU FREE OF CHARGE with each machine an assortment of 1000 Ewald Special Staples. Our extremely low list price of $20 is subject to an attractive trade discount, which together with the **free outfit** will repair more than enough tires to pay for it all.

Just think—5 hours of work, stapling 5 casings at $3.00 each and this outfit costs you nothing.

Get It Now and Begin to Make Real Money

Write us today and start the ball rolling towards big profits. Some dealers and garagemen are making as much as $30 a day with the Ewald. Act Now—Every day you delay means money out of your pocket.

Manufacturers
ROMORT MFG. CO.,
Oakfield, Wis.

Sales Dept.,
THE ZINKE CO.,
1326 Michigan Ave.,
Chicago, Ill.



HERE IS MORE THAT YOU GET ABSOLUTELY FREE!!

1 Full Sheet of Directions
1 Can of Mica Tire Powder.
1 Tracing Wheel
1 Notched Knife
1 Tire Spreader
1 Cement Brush
18 ft. Reliner Strip
1 Can Cement.

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GET ACQUAINTED WITH

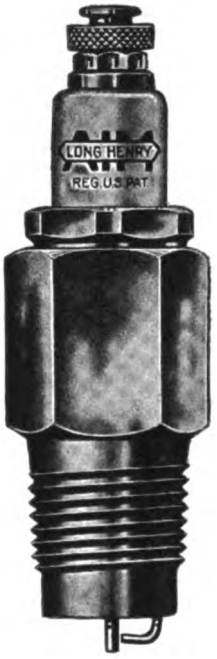
LONG HENRY

Designed to give the Ford car the most durable and efficient Spark Plug that money can buy.

Long Shell; Extra heavy Insulator and Electrode.

Long Hex; Any wrench fits it.

Long Base; Puts the spark down into the heart of the gas.



"The Spark Plug that Brings Repeat Orders"

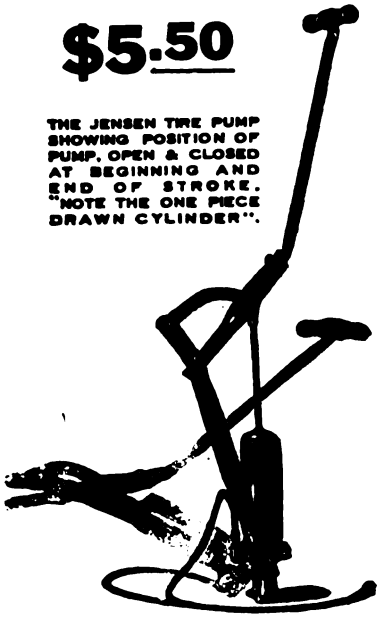
AUBURN IGNITION MFG. CO.
RICHMOND, INDIANA.

Western Representatives
MITCHELL MFG. CO.,
San Francisco, Cal.

This is the NEW JENSEN

$5.50

THE JENSEN TIRE PUMP SHOWING POSITION OF PUMP, OPEN & CLOSED AT BEGINNING AND END OF STROKE. "NOTE THE ONE PIECE DRAWN CYLINDER".



The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It is strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump. Fitted with a 1-piece drawn cylinder which makes it absolutely air-tight and increases the efficiency of the appliance.

Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Ill.

BUFFALO ACCESSORY SPECIALTIES

The dealer who handles the accessories of the Buffalo Specialty Co. finds that he has a live company behind him and a handy, salable article on his shelves. Among the products of the company are Radiator Neverleak, Never Knock Carbon Remover, a Liquid Veneer and Holdfast Gasket Shellac.





Every gasoline motor with valves should be freed of carbon once a month, and the Never Knock Liquid Solution dissolves the carbon, after which it is instantly blown out of the motor by simply running the motor freely for a few moments. Neverleak mixes freely with the water in the radiator, and is guaranteed to contain no acid or any injurious chemical. It will not clog or impair the cooling system. Full information on any of these products may be obtained from the Buffalo Specialty Co., Buffalo, New York, or Bridgeburg, Ontario, Canada.

SARGENT & COMPANY'S ADVANCE IN PRICES

All Sargent prices on builders' and miscellaneous shelf hardware have been withdrawn and an advance of approximately 10% made, effective at once. New prices, which are being prepared, will be issued as soon as ready.

This advance applies generally to all goods of Sargent manufacture excepting wrought steel butts, door checks and closers, wrought bolts, bright wire goods, cup and screw hooks, molasses gates, scale beams, planes, squares and padlocks.

"All orders, if satisfactory to us, will be filled as promptly as possible, to the extent of our stock on hand, at the prices quoted or those ruling when the order is received. If we cannot ship promptly we reserve the right to cancel the whole order or any unfilled balance, or to make shipment, unless instructed by customer to the contrary, as soon as the goods are manufactured, at our prices ruling on the day of shipment.

"We will not, during the present emergency, make any promise of date of shipment on assorted orders or 'contract orders,' but when a reasonable time has elapsed after receipt of order we will endeavor, if asked, to make an approximate estimate of the time required to prepare for shipment. If we have the goods in stock shipment will follow promptly; if not in stock, we will ship as soon as the goods can be made and without any avoidable delay. Any delay in shipment must be assumed to be due to causes over which we have no control and therefore to be unavoidable."

The Cottonwood Hardware Co., Cottonwood, Idaho, are doing a large automobile business in connection with its other trade and are selling popular priced cars as fast as they can be delivered.

Burglars broke into the Legoe Hardware Co.'s store at Bellingham, Wash., and salvaged a .32 caliber Savage revolver and considerable ammunition. It is feared by the people of the town this may be only a start on a career of crime.

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Cut of Unit Display Rack

SHOWS THE PACKAGE OF

UNIVERSAL TRANSMISSION LINING

And Sells It, Too

Into each introductory carton of one dozen packages of the handy Universal Ford Sets we pack one of these unit display racks and an attractive show card for the window. Each is effective alone—together they form a team of business-bringing factors that no dealer in auto supplies can afford to overlook.

DEALERS

Write for this special Introductory Proposition on Universal Transmission Lining. It's for you and your profit, for it means steady sales with minimum effort. Today is the day to write for it.

JOBBERS

Coupled with this Introductory Proposition is a strong sales-impelling plan that will make Universal the standard transmission lining its merit entitles it to be. Descriptive folder and definite information on request.

STAYBESTOS MFG. CO.
The Modern Factory
5547 Lena St., Germantown, Philadelphia
Also Makers of the Famous S-M-C Asbestos BRAKE LINING

WALDEN WORCESTER WRENCHES

FOR EVERY

MOTOR NECESSITY

SEND FOR CATALOG NO. 250

WALDEN-WORCESTER, Inc.
Worcester, Mass.

DURO-LAC

POLISHER AND CLEANER

For Autos and for Furniture

Removes—
Tar,
Grease,
Grime,
Oil, Dust
and Scum.
Saves
Time
and Labor
A Neat,
Clean Job
in a few
Minutes.



Dealers—
Duro-Lac is actually selling itself. Get in touch with your Jobber, or let us send you a sample and tell you all about it.

DURO-LAC MEANS MORE AND SATISFIED CUSTOMERS

International Sales Co.
LOS ANGELES, CAL.
Manufacturers.

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GREB RIM TOOL

BEACH PAT. PEND.



GREB

"Wallop" your rim with a hammer to force it in or out of place and you are bound to have greater trouble next time.

DO THE SENSIBLE THING

Provide yourself with the best rim tool on the market and save time, trouble and rims. With the

GREB RIM TOOL

You can quickly expand or contract any make of cross-split demountable rim—the Greb is universal and takes them all. Just the tool for Kelsey Rims.

TEN DAYS' TRIAL—If your dealer or jobber does not have them, we will send you one. Try it for ten days. If not satisfactory, return it to us and we will refund your money. When ordering state model of car.

JOBBERS AND DEALERS: Get our Proposition.

Other Greb Products

Greb Automatic Grip Pullers (wheel and gear).
Greb Arbor Press Base and Bench Plate.
Greb Tire Remover and Replacer (for Firestone Rims).
Greb Rim Remover and Replacer (from all wheels).
Greb Auto Lock. Greb Tire Spreader.
Grebford Lock No. 1. Grebford Extensions.
Greblox Solder Cement.

THE GREB COMPANY, 234 State St., Boston.

Profitable sales invariably follow wherever this remarkable gear lubricant is properly displayed—Write for Dealer proposition.

SWAN & FINCH CO., 165 Broadway, New York

NORMAN COWAN, Pacific Coast Rep., San Francisco

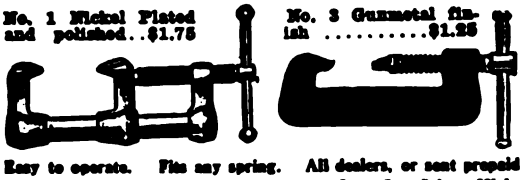


GEARESE

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished..$1.75

No. 3 Gunmetal finish $1.25



Easy to operate. Fits any spring. All dealers, or sent prepaid

Spring Leaf Lubricator Co., 1006 Forest Ave., Ann Arbor, Mich.

Do you belong to the "Weathercock Club?" If so, you ought to take Asbestos Pills for Weak Nerves. The "Weathercock Club" is made up of confused, distracted individuals who are so easily swung about in their opinions that they never know where they are; what is the best thing to do, or what to think. Everything everybody says influences them because they isolate facts and do not consider propositions as a whole.

The Beaver Garage & Hardware Co. has just been incorporated at Beaverton, Washington County, Oregon, where they will conduct a business in automobile accessories almost exclusively.

G. W. Ayer Hardware Co., Salinas, Cal., has purchased the hardware stock and the plumbing establishment of J. A. Webster of that place, and the stocks will be combined.

An automobile primer, which is designed to defeat cold weather and low-grade gasoline, is being manufactured in Spokane, Wash., by the De Roy Auto Accessories Co., and will be placed on the market some time during the winter.

The Stewart Tire Sales Co., Chehalis, Wash., has just taken the agency for Polack and Knight Pneumatic Tires at that place, and the stock will be introduced to the community. E. Allen Stewart, the proprietor, is well known in the Chehalis automobile and accessory circles.

A clever innovation, and one to be encouraged, is that of the Robertson Hardware Co., Bremerton, Wash., in offering a prize of $2.50 each week for five weeks for the best advertisement written for their store by school children. The copy accepted will be published in two columns in the local newspaper.

AMERICAN LEGION POST HONORS GOLD MEDAL FURNITURE OFFICERS

At a meeting of the newly formed Racine, Wis., Post No. 76, of the American Legion, among the officers elected were W. L. Gittings, a director of the Gold Medal Camp Furniture Manufacturing Co., and Harry J. Sanders, its advertising manager. Mr. Gittings was elected Post Commander and Mr. Sanders Post Adjutant, the two most important and busiest officers of an American Legion Post.

Both of these young men saw service in France. Mr. Gittings was a Lieutenant in the Second Machine Gun Battalion, and was one of the first officers from the first training camp to go to France, having landed there in September, 1917, and returning to the United States in August, 1918, as an instructor.

Mr. Sanders had twenty-seven months' service, of which nineteen months were overseas. He was a First Lieutenant of field artillery, and originally went to France with the 121st Field Artillery. While with his regiment in the Chateau Thierry offensive he was transferred, under orders from General Headquarters, to Regulating Station "A." Later on, last June, he was under orders to return to the United States, but was again transferred to the Claims Service of the A. E. F., and finally returned to the United States at the end of September, 1919.

The young men fully realize the responsibility of their officers for the thorough imbuing of their local post with the spirit of Americanism for which the American Legion primarily stands.

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It's Downright Gruelling Service That Makes Owen Tire Quality Apparent



DEALERS

The Owen Agency is an exceptional proposition. Owen "dollar-for-dollar" value will work as well for you as for the buyer. Owen tires mean complete satisfaction for both. However, you'll never know of this better tire proposition unless you write. Inquire into the details today.

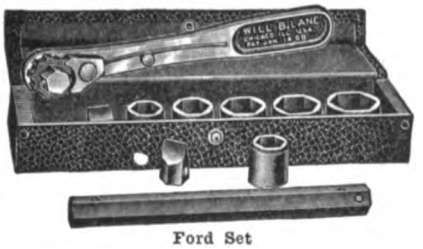
THE OWEN TIRE & RUBBER COMPANY

2336 Euclid Ave., Cleveland, Ohio **109 New Montgomery St., San Francisco, Cal.**

Try One and You'll Always Run on Owen Tires

Lane's "Unique" Ratchet Wrench Sets

FOR MACHINE SHOPS, GARAGES, MOTORISTS AND MECHANICS OF ALL TRADES. ENTIRELY MACHINE MADE

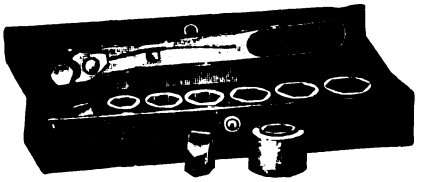


Ford Set
7-inch Handle, 6 Sockets and Extension Bar.

CARRIED BY JOBBERS IN ALL PARTS OF THE WORLD



Super Unique Set
9-inch Handle, 15 Sockets and Extension Bar.



Standard Set
7-inch Handle, 7 Sockets



Off-Set Ratchet Screw Driver
6-inch Handle, 2 Interchangeable Bits

MANUFACTURED ONLY BY

WILL B. LANE - 180 North Dearborn Street, Chicago

OUR WRENCHES HAVE SOLD FOR 10 YEARS WITHOUT CHANGE OF CONSTRUCTION

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A REAL SHOTGUN NOVELTY

Something that is a real novelty and at the same time a standard sporting article that will create more than ordinary interest among sporting goods and hardware dealers is the Winchester Junior Trapshooting Outfit. Packed in a handy, easily carried and attractive case comes a complete kit that will enable the buyer to enjoy the delight of trapshooting with his family and friends on country picnics, at the shore or in open spaces offering 140 yards or more in the clear. It is a wonderful new sporting game that can be displayed now and that will continue in demand as a year 'round proposition.

The outfit is an attractive feature for dealers, not only because of the fascinating fun it offers to everybody from the youngsters up, but because of the quality of the contents. The hand case, only 30 inches by 9½ inches wide and 6 inches deep, contains a new Winchester quality of 410 gauge, 100 midget size clay targets, 150 shot shells and the "midget" hand trap to throw the targets. So simple is the arrangement that the shooter can throw his own target if he so desires, or have it thrown for him. The kit also includes cleaning rod, Winchester Rust Remover, Winchester Gun Oil and Winchester Gun Grease, making a splendidly complete equipment.

The convenience of this outfit both for handling by the dealer as well as for use by the shooter is an appealing feature. Its introduction will result in a great stimulation to trapshooting and the use of the gun in every community. The Winchester Repeating Arms Company is prepared to furnish dealers with these outfits in any quantity desired and with all information regarding them.

The Fallbrook Hardware Co. has purchased the plumbing shop and tools of A. J. Clemmens at Fallbrook, California.

READY TO MEET HIS CREDITORS

At last—the doctor coughed gravely.

"I am sorry to tell you," he said, looking down at the man in the bed, "that there is no doubt you are suffering from small-pox."

The patient turned on his pillow and looked up at his wife.

"Julia," he said, in a faint voice, "if any of my creditors call, tell them that at last I am in a position to give them something."

David Turtledove, of Portland, has purchased the oldest established furniture and hardware store in Vancouver, Wash., from Rufus Detrick. Mr. Turtledove has just returned from serving in France, and will enlarge the stock and later renew the fixtures.

Contract has just been let by the Morris Hardware Co., of Wenatchee, Wash., for a three-story brick addition to its present plant there. This indicates the state of the hardware business in one of the big apple districts of the Inland Empire.

SAYS SHOULD COMBINE ADVERTISING WITH NEWS

Editor HARDWARE WORLD:

While we do not suppose your editorial department is guided by your business department, it seems to us that in your article "Time to Talk Turkey," in the November issue, you might have made mention that if the housewife had a Lorain Oven Heater Regulator she could visit with the company while Lorain cooked her turkey.

NATIONAL STOVE CO. DIVISION.
Lorain, O. C. F. Barnum, Adv. Dept.

Farmers and Owners of Cars are Prospects

YOU who have in the past handled vehicles and wagons and have lost that profitable trade to the Motor Vehicle, are in a position to get the old volume and more back in handling "Utility Trailers" and without the necessity of giving service or having an expensive service department as is required where you sell motorized vehicles.

Every farmer in your community is a prospect for a Utility Trailer of some sort. Every motor truck running over your highways is necessarily a prospect for a Utility Trailer, if he is to compete with others using them, they bring truck operating cost down to a point where the profits are satisfactory, and truck operating brought out of the Red Ink.

Utility Trailers are motorless auxiliaries to the truck or passenger automobile, bringing you a clean profit when sold and a profit that is yours, not to be later paid out in shop costs of free service as in motorized vehicles.

We have some good territory open, write us for our proposition to dealers.

UTILITY TRAILER SALES CO., of Southwest
1302 Young St., Dallas, Texas

LOS ANGELES TRAILER CO.,
1328 Palmetto St., Los Angeles, Cal.

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A Real Western Opportunity



FOLDING STEEL STOOL

WHENEVER AN extra seat is needed — in the car or around a camp fire—this strong, durable and comfortable stool is ideal. Folds flat into a space of 7½x10 inches. All steel frame, heavy canvas seat and weighs only two pounds.

No. 1100
List Price $1.25

To Sell Boko Collapsible Products

HERE are two Boko Products that have been ready sellers throughout the entire country—especially in the West.

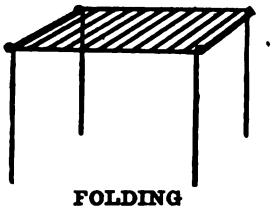
Boko Products are backed by a strong guarantee. They are constructed of the best material and extra well made throughout.

This high quality which is found in all Boko goods is largely responsible for their universal popularity.

Your customers will appreciate the advantage that these Boko conveniences offer.

Send in your order today. Order by catalog number.

MANUFACTURED BY
THE DEFIANCE WELDING CO.
DEFIANCE, OHIO



FOLDING CAMP GRATE

AN excellent grate for cooking over a flame or coals. Made of heavy steel rods electrically welded. When not in use can be folded up. It occupies very little space. Made in two sizes. Detachable windshield can also be furnished.

No. 1110, 10x14, $ .75
No. 1112, 12x24, $1.15

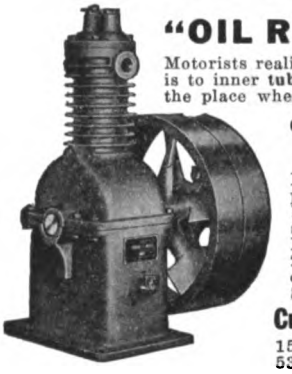
Sales Dept.: THE BAILEY-DRAKE CO., Inc., 1120 South Michigan Avenue, Chicago
Western Branches: St. Louis, Dallas, Kansas City, Minneapolis, Seattle, San Francisco



THE LEE BROOM
is known and sold nationally. Many styles for various sweeping purposes. A good profit can be made on a small investment.
Write for interesting details about the new style

2 BROOMS IN 1

Lee Broom & Duster Co., Lincoln, Nebr.
(50 years making better brooms)



"OIL RUINS TIRES"
Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

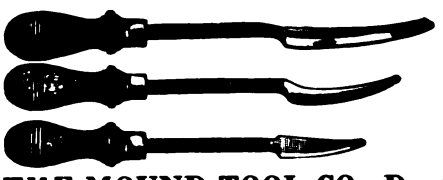
CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

MOUND TOOLS
FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS

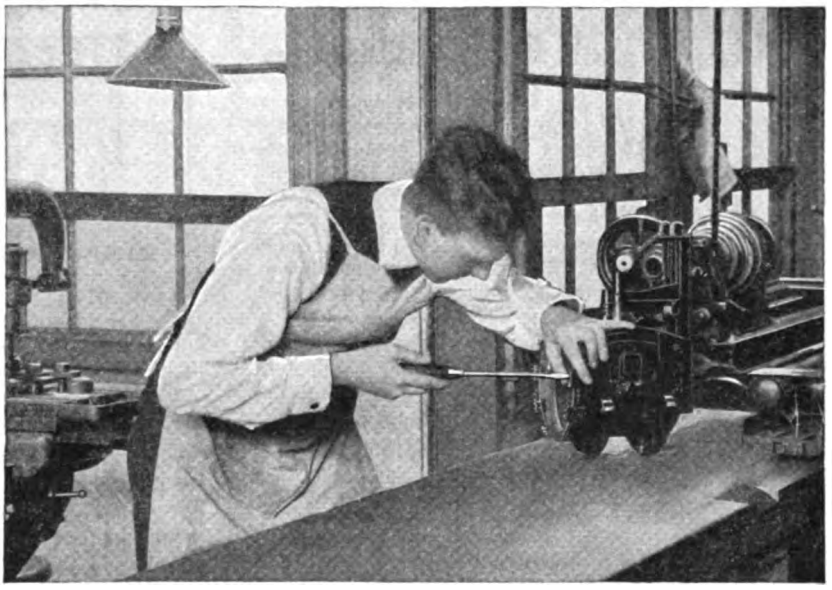


Bearing Scrapers
Carbon Scrapers
Chisel Sets
Pry Bars
Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

Send for Catalog

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

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Pat. Oct. 30, 1917
Cross section showing sturdy handle construction.



The Perpetuo Screw Driver—the sturdy tool for strenuous jobs

Another Guaranteed Mayhew Product

PERPETUO is the first perpetual screw driver offered to the trade, a Mayhew made quality tool that we believe will outwork and outwear any screw driver ever built.

PERPETUO is the screw driver your customers have been waiting for and they will buy it on sight. It is built for the strenuous life, of selected, tough, tool steel, Mayhew hammer-forged and perfectly balanced—a craftsman's tool - its handle is locked into the blade for all time insuring perpetual strength and dependability.

PERPETUO is the screw driver for the toughest job in hand, yet it measures up to the requirements of the most exacting mechanic. It is a tool we are proud of and is worthy of all of the Mayhew traditions.

PERPETUO has a sturdy personality and makes instant sales. It should be your big leader this season. Stock it and display it now. It pays a good profit and will bring your customers back for more Mayhew made quality tools. Ask for Number 700 PERPETUO and ORDER TODAY.

At your jobber's — or

MAYHEW STEEL PRODUCTS, Inc.
291 Broadway, New York
508 Mission Street, San Francisco, Cal. 180 N. Market Street, Chicago, Ill.

MAYHEW MADE TOOLS ARE RIGHT

"Every blow of the hammer refines the steel"

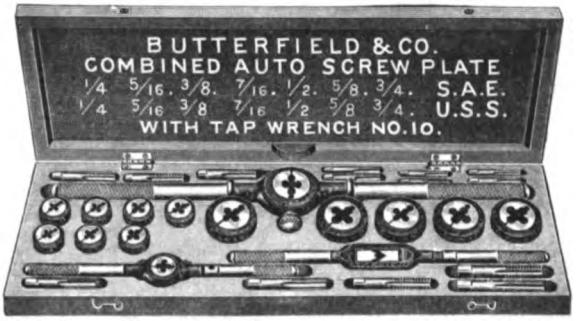
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"BUTTERFIELD" "Combination" Screw Plates

Are An Absolute Necessity in Every Garage

U. S. STANDARD

1/4x20 5/16x18
3/8x16 7/16x14
1/2x13 5/8x11
3/4x10



S. A. E. STANDARD

1/4x28 5/16x24
3/8x24 7/16x20
1/2x20 5/8x18
3/4x16

In one case you have all of the regular United States Standard pitches together with the S. A. E. or Automobile Standard, making it possible to handle any kind of a job that may be brought in; you can do it; it will not be necessary to carry the work to your competitor.

BUTTERFIELD & CO., Inc., Derby Line, Vt.

Chicago Store—11 South Clinton St.

5,000,000 Tire Pumps

need new Hose right now

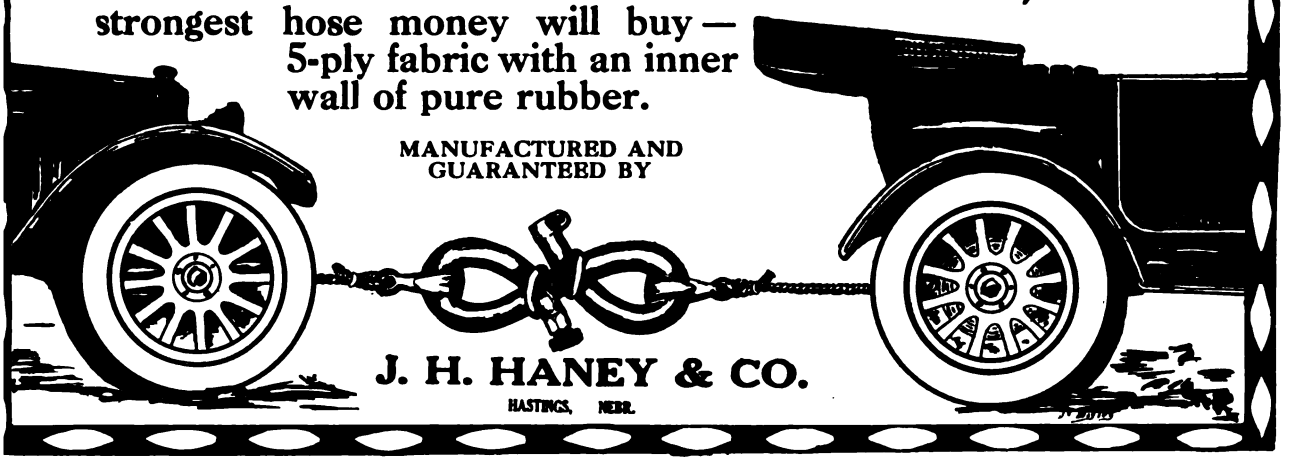
THE ROSE TIRE PUMP HOSE

Fits nearly all hand tire pumps made and comes complete with connection and hose bands ready to attach.

ROSE TIRE PUMP HOSE is the strongest hose money will buy—5-ply fabric with an inner wall of pure rubber.

List Price, 75c

MANUFACTURED AND GUARANTEED BY



J. H. HANEY & CO.

HASTINGS, NEBR.

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NO SELLER CAN GET AWAY WITH THIS

(Copyright by Elton J. Buckley)

For about six years we have been regularly buying a certain brand of ———— from a Chicago house. The grade is standard, and we have therefore simply ordered by the brand name and always got what we wanted. Up to about six months ago the quality of these goods was absolutely uniform and we never received or had any complaint with it, as we could absolutely rely on it. About six months ago, however, a shipment we received was not as good as usual. We complained and they took it back and shipped us new goods. The next shipment was off again and when we objected they said it was the best they could do. They claimed it was practically the same as usual, but the war conditions made it impossible to get one ingredient, so it could not be absolutely the same. Our trade is not satisfied with this and is sending it back on us. I suppose that if we pushed it hard we might induce the trade to take it, but we would rather switch to another brand. We have written the firm we could not accept the goods, but they say we will have to, because it is the brand we ordered and the best they can manufacture under the conditions. Please advise as to our rights. E. K. B. & SON.

A seller who ships goods of uniform quality for a long time, and then suddenly and without warning lowers the quality, cannot compel his customer to accept. It matters not what his excuse is; war or no war, he must stick to his quality, or the buyer is not obliged to take it. Every buyer can legally say, "This is not what I ordered," and send it back.

In such a case the quality, understand, is not fixed by the verbal or written order; very often the quality is not stated in the order at all. It is fixed by the course of dealing. What the seller has been accustomed to send he must continue to send or the buyer can reject.

This falling down in quality has happened with a lot of private brands of all kinds of merchandise during the past year. A jobber has something made or packed for him under his private brand. He always uses the same quality stuff. That quality runs out or is unavailable for some reason, and the private brand must be taken care of, so he allows the manufacturer to use a different grade. Not one of the regular buyers is bound to take this unless he wants to. It does no good to say the brand is the same. The name is the same, that is all; a private brand consists first of a name and second of a grade. The two together form the brand and when you ship a different grade, even though you do it under the same name, you are not furnishing the same goods.

All this seems elemental, and yet I believe it needs to be said. It is astonishing how many business men think they are fulfilling an agreement, though they haven't done what the agreement bound them to do, provided they have done what they consider their best. Not long ago I had occasion to go after a man who had contracted to deliver 100 cases of a certain thing. He delivered 34 and laid down. When I asked him why, he said "because that was all I could get," and he repeated that again and again, as if it was a complete answer. It wasn't any answer at all. He had bound himself to deliver 100, and the fact that he could not get a hundred was no excuse. (He had nothing in his contract absolving him from delivering in full.) Having made a flat-footed contract, he was obliged to deliver in full or pay damages for his failure, even though he moved Heaven and earth to get the full hundred. But he does not see this, and won't see it even when the court mulcts him in damages.



LETHERMET NAILS

UPHOLSTERING NAILS

in a wide range of sizes and styles, and made to match any shade of upholstering or leather in plain or Spanish effects.



Complete Line With Prices Shown in Catalog. Write For It.

THE BREWER-TITCHENER CORP.

CORTLAND, NEW YORK

DI-MEL-INE

PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 20 CENTS**—no larger sizes. Big Value for user; **Big Profit for You.** A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 Dos.) **$48.00**
Jobber's Assortment (12 Dos.) **19.20**
Open Stock, all colors, per gross **19.20**

2% Freight allowance, F.O.B., N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MARTIN-SENOUR PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK

Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

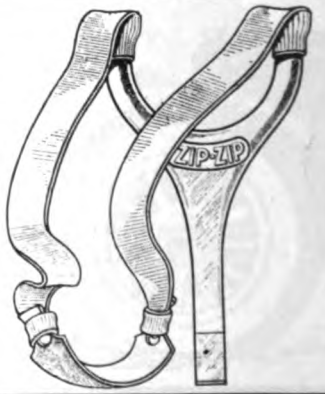
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Pat. Sept. 3, 1918.

Train the boy to come to your store by selling him this popular article.

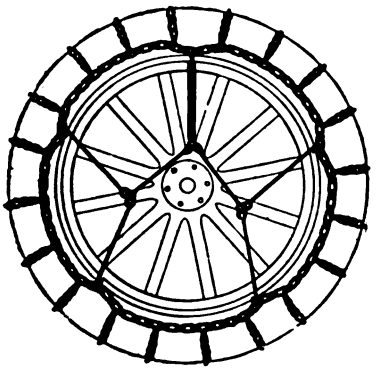
A great and rapid seller, something every boy wants. A trial order will prove to be an annual asset to you.

Get your Xmas orders in early; you can't have too many of them.



Automatic Rubber Co.
Dept. 85. **Columbia, S. C.**

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The Fastest Selling All-Year Accessory a Dealer Can Handle

Small investment — Good profit — Takes up little room —Every motorist needs them — And has no excuse for being without them at this price.

MERCHANT'S ANTI-SKID CHAIN TIGHTENER

$1.00 A PAIR

If dealer does not handle, sold direct prepaid on receipt of price

Simple and easy to attach. You can slip it on a customer's car in about one minute, and it means a sale every time.

By a scientific arrangement of the steel rods we are able to equalize the work of ONE SPRING and give an equal tension at all points of contact with the chain, making this article FOOL PROOF, as it will allow the chain to CREEP as it should on any make of tire, at the same time take up the slack as the chain wears or the cross chains break, as it is adjustable.

JOBBERS AND DEALERS:—Write at once for full particulars and generous terms, for now is the time to sell these things.

M. H. MERCHANT CORPORATION
236-238 Emma Street, Syracuse, N. Y.

ULTRA GLASS
A GLASS THAT IS SAFE

(TRADE MARK)

—prevents terrible injuries from broken windshields and closed car windows in auto accidents.

—cannot shatter even when smashed—practically indestructible.

—get **Ultra Glass**—avoid risks.

GLASS FOUNDERS CORPORATION
Milltown, New Jersey

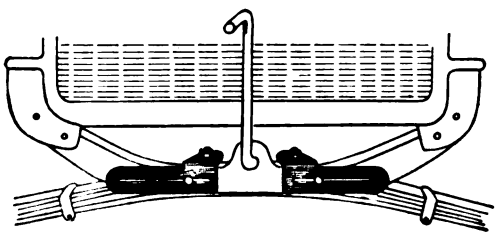
Pacific Coast Distributors

The Western Agencies Company
285 Minna Street, San Francisco, California

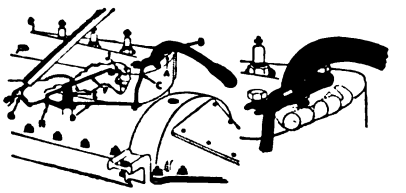
DEALERS

Do you know that you can make from 30 to 54% on the LEMCO Products? Do you know it **does not** require the help of a machinst to install any of the LEMCO auto accessories? When ordering specify LEMCO

Special—We have for immediate delivery ⅛x1x1 **one-piece** Angle Iron Ford Radius Rod Supports. You can save **25%** by specifying LEMCO



6 pr. on Counter Display Card or 1 to a Carton, No. 2-H Ford Number Bracket. Retail 25c.

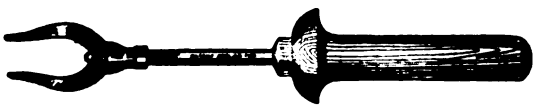


Made from High Grade Draw Steel, No Cast Parts, improved type—can install in ten minutes.
No. 1-0 Ford Foot Accelerator. Retail $1.25.

MANUFACTURED BY

Lemco Mfg. Co.
LOS ANGELES, CAL.

1042 South Olive Street, Los Angeles, Cal.



Don't Worry - this will fit

Can be adjusted to any width. Every dealer should stock these. No. 1-J Valve Grinding Tool. Retail $1.00.

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UNIVERSAL LINING ON A DISPLAY RACK

Attractive Unit Display Rack for Universal Transmission Lining



With the avalanche of so-called "dealer helps" that have been spread broadcast by automobile accessory manufacturers, it has become considerable of a problem for the dealer who really desires to cooperate and make use of what is good among this material to separate the wheat from the chaff. The result has been that many good, worthwhile "helps" have been overlooked and have found their way to the waste-basket.

There has recently come to the attention of the HARDWARE WORLD a unique unit display rack that is offered to hardware dealers and garagemen handling brake and transmission lining by the Staybestos Manufacturing Co., of Philadelphia. It is for the purpose of presenting to the consumer in inviting fashion their well-known Ford sets of Universal Transmission Lining.

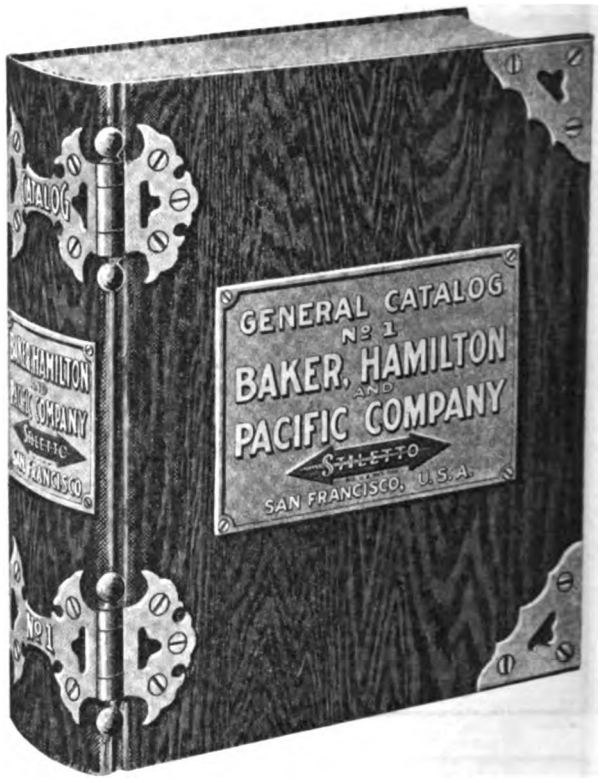
This lining comes in handy sets of three proper lengths for Ford transmission bands with all rivets required and each set is packed in a convenient carton, just the way the Ford owner wants it.

This rack is made of sturdy cardboard standing about 11 inches in height, the lower part, which holds the box of lining, measures approximately 7 inches in width with a depth of 5 inches. Thus, it can readily be seen from these dimensions that the rack will go comfortably in very small space. With each carton of twelve Universal packages, in addition to an attractive show-card, one of these Universal Display Racks is shipped flat.

Usually with such pieces it is a matter of some little ingenuity to erect them, but this rack is so simple that anyone can set it up with almost the same action with which he draws it from the carton. It holds, securely, right up where the customer cannot miss it upon entering the dealer's store, a single Ford set of Universal Transmission Lining. Set up and loaded it weighs less than one pound and it can be placed on the glass tops of expensive show cases without harm, on the counter or in any location where it will strike the eye of the customer.

Handsomely printed in black and orange, the design itself suggests the buying impulse in its every line. Its text is directed right to the Ford owner, brings immediately to his mind that here is an article he is almost in constant need of. The sale makes itself practically, for it resolves itself right at the start down to the simple elements of asking to be handed the article and paying the price (prominently displayed on the rack) with no loss of time in explanation, argument or selling talk.

Coupled with this useful selling help there is a special introductory proposition on Universal Transmission Lining Ford Sets that every dealer or jobber should write for.



BAKER, HAMILTON & PACIFIC ISSUES CATALOG No. 1

With considerable work and much expense, Baker, Hamilton & Pacific Co. now have ready for distribution their General Catalog No. 1, which they feel is one of the most serviceable and attractive books of its kind in the country today.

This catalog was compiled and printed entirely in the company's own printing plant on the premises, requiring 8348 hours of hard labor within four months' time. Operating practically twenty-three hours a day. 54,800 pounds of paper, 640 pounds of ink and 13,300 pounds of type-metal were utilized in this issue of 9,000 books of 1,904 pages.

The body of the book is printed on a strong, light paper, the index on a heavier paper, which matches the body paper. It is bound with a strong and thick cardboard cover and cloth back, each section of 16 pages being sewed with eight strong threads and two linen tapes. This is the very latest in catalog building, making a strong, yet not bulky book. The method of binding permits the book to remain open and flat wherever desired and the ready reading of data close to the back.

Another feature is the simple conspicuousness of the cover, resembling largely a chest with imitation hinges, corner and name plates. Without being loud and antagonistic to the eye, it is different.

Without regard for expense, there has been inserted in each catalog two color pages of Stilleto paint which will do away with the annoyance of using color cards. This will largely and greatly facilitate the work of retail salesmen and advertise the line by fostering the use of the catalog as a reference book.

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THEY DO STOP THE BREAKAGE



And Lead Them A 1

"Better" Springs are popular priced and do not sag, break or squeak. These Springs are graphited between leaves, affording about two years' lubrication. "Better" Springs are guaranteed, without restriction, from end to end against sagging and breakage.

New Era "Better" Springs are further guaranteed to match the other Springs on the car in load depression.

There are many reasons WHY they are better.

Write for complete details giving their several advantages.

New Era Spring & Specialty Co
1196 Hamilton Ave., Grand Rapids, Mich.

The Efficiency Cotter

This Is an Age of Specialists



When sick, you consult that physician with special training on your particular ailment. He is a specialist.

When you want a man to handle a new line, you choose carefully, and select one with more than ordinary knowledge of the merchandise. He is a specialist.

When your Flivver refuses to go another foot you call up one of Mr. Ford's assistants. Another specialist.

THE OHIO WIRE GOODS MFG. CO.
AKRON, OHIO

Specialists in the Manufacture of Cotters

Western Representative	Other Branches:
J. M. JACKSON,	180 No. Market St. Chicago.
320 Market Street, San Francisco, Cal.	29 Murray St., N. Y. Nashville, Tenn.

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

In these days when dealers are insistently urged to "push" certain tools what a relief to stock Mossberg Wrenches, which need no pushing!

Furthermore, the Mossberg line is so complete that dealers don't have to devote shelf room to several makes; one line — Mossberg — meets all wrench needs.

Illustrated are — Mossberg Socket Wrench Set No. 14; No. 4 Garage Set, and K-9 Adjustable Wrench.



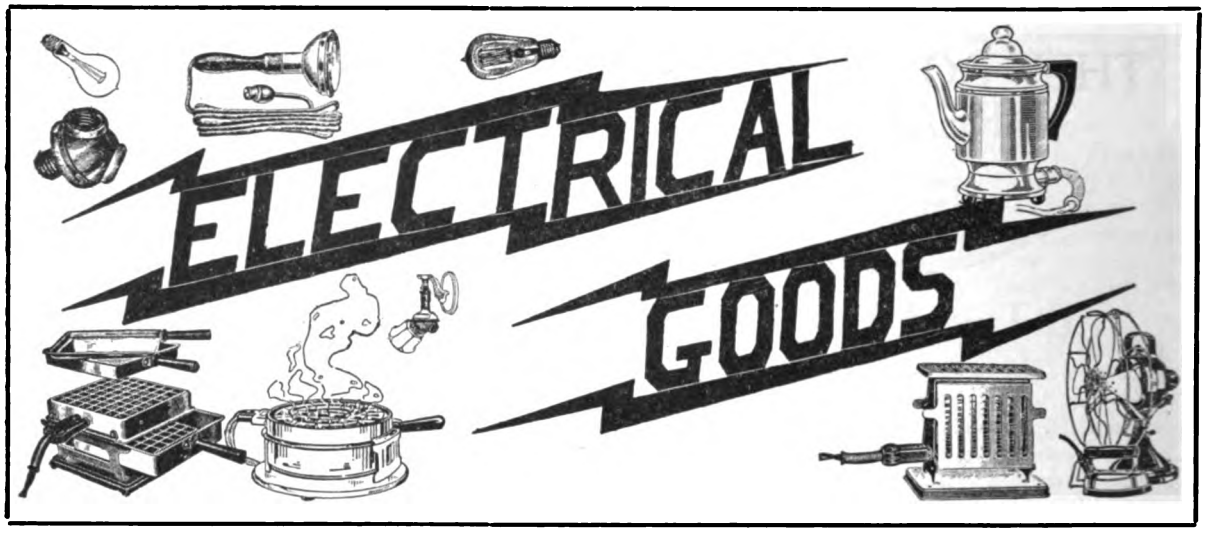






FRANK MOSSBERG CO.
WRENCHSMITHS FOR 20 YEARS
ATTLEBORO, MASS. U.S.A.

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Ten Commandments of Electrical Appliance Selling

FOR the benefit of its merchandising members, the Society for Electrical Development some time ago reduced the "how-to's" of appliance selling to a series of rules or commandments. As a large and increasing number of hardware merchants are selling electrical appliances, there appears no better way of fulfilling the purpose of this article than by giving a summary of those rules here.

Know Your Appliances

What they will do and how they do it. When explaining the electric grill, don't stop with saying "this compartment is for broiling, this section is for frying and that one for stewing." That's too indefinite. It does not properly lead the customer to think of the services of the appliance. It's the need for the services of the appliance that has aroused the prospect's desire to possess it, rather than any interest in its constructional features.

When discussing the broiling section of the grill, for illustration, state in definite terms that it will broil steaks, chops, ham, fish, oysters, pressed meats, and, if desired, vegetables such as egg plant and parsnips. That is to say, the way to bring the prospect to think of and desire the services of the appliance is to explain in detail the scope and advantages of those services. Failing to do that, you cannot hope to effect a sale.

Be able, also, to give, and make a point of giving, reasonably accurate figures as to the cost in cents per hour for each and every service and operation performed by the appliance you are selling. Put stress also upon the saving in time made possible by "doing it electrically." Above all else, be able to demonstrate—not merely tell—just how the appliance should be operated to insure the best results. There's a heap o' difference between just merely stating what particular function an appliance performs, and explaining and demonstrating how and how well it performs that function.

Know Your Customer

Old hands at the selling business classify all prospective customers as either "lookers" or "listeners." By the first term they mean those who trust entirely to their own judgment and buy only those things which pass their close and critical scrutiny. They are the ones who must be shown, who demand that every little phase and feature of the thing to be bought be submitted to examination of hand and eye. They place little or no confidence in the words of the salesman—they insist upon being shown.

The second class much prefer to be guided by the suggestions and statements of the salesman and they will do so always, provided he can inspire them with confidence. They will listen attentively to what is told them, and they will get the general sense of it all. But their first concern is to decide if they may safely trust the judgment and sincerity of the salesman. They don't particularly desire to be shown—they want to be told, as it is only by getting the salesman to talk and analyzing his statements that they can decide whether he knows his business and is to be trusted. Once they have decided that point in his favor, they then will revert to this, that or the other feature of the appliance as explained by the salesman up to that time and desire further enlightenment or instruction regarding points they appeared to understand in the first in-

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stance but did not, because at that time they were more concerned in judging the salesman than in deciding the merits of the appliance.

Your own intelligent study of your customers will be your best guide in classifying them properly. The listeners desire to be told, and the lookers must be shown. If you are not conducting your selling talk in harmony with their preferences you will, if you are acutely alive to your opportunities, recognize your mistake very quickly and can then change over.

Aim to Discover and Cater

to the prime desire that prompts the customer to buy an appliance.

The need behind the need, so to speak, is the one that should be catered to in effecting a sale.

Man has certain basic instincts. They constitute the source of all desire. All actions, efforts and thinking are to the end of satisfying or appeasing desires occasioned by the persistent or momentary urge of one or the other of those basic instincts.

If the prospect's desire is strong enough, and his belief in the thing offered for sale is well grounded, the matter of closing the sale simmers down to the operation of inciting the prospect to satisfy that desire by the action of buying and possessing that thing. An illustration will make that principle plain: Mrs. A, for instance, is a woman in whom the desire for comfort and ease is paramount. She abominates having to arise and prepare breakfast for her husband, who departs for business at a very early hour. Her object is: "How to provide breakfast for her husband without having to sacrifice her own love of ease."

An invalid friend explains how her husband prepares his own breakfast by the aid of electrical table appliances.

Mrs. A immediately develops a desire for electrical table appliances, and calls upon you that she may learn more about them.

Eventually, of course, she will come to appreciate their fuel, food, time and labor-saving qualities. But for the moment her chief interest is in how they will enable her husband to prepare his own simple breakfast of eggs, toast and coffee. The arguments regarding the appliances that will work best in this instance, are those relating to the ease, simplicity and reliability of their use and operation.

Those are the factors that cater to her desire for ease and luxury, by enabling her to lie comfortably abed while her husband prepares his own breakfast.

Aim to discover the controlling desire which prompts the need for the appliance. There is such a basic desire in every instance. A little study of your prospect will enable you to dis-



It's tipless, too. You can't carelessly hit the tip and break the lamp.

Won't Injure the Eyes

You know how you wink and blink when you look at a modern gas-filled lamp.

That's why the

WHITE Hygrade C-4
tipless GAS FILLED

has been perfected. It's a brand new lamp, made especially to give light without dazzle—soft, artistic light with an opalescent glow—practical working light that's easy on the eyes.

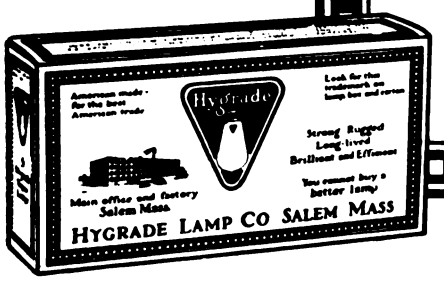
There are dozens of places where every customer can use WHITE Hygrades.

Will you give them the chance and make the profit?

Baker, Hamilton & Pacific Co.
San Francisco, Cal.

Seattle Hardware Co.
Seattle, Wash.

Tritch Hardware Co.
Denver, Colo.



Hygrade window displays and Hygrade newspaper advertisements will help you sell Hygrade Lamps. Write us about them.

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cover it. Then conduct your selling talk accordingly.

Keep Away From Talking Watts, Amperes, Voltage,

and so on. Every item brought into a sales talk about appliances, which the prospect does not understand, adds just one thing more, one other doubtful point, which must be explained before the sale can be consummated.

Such terms as watts, amperes, voltage, are not understood by the average woman; and women buy most of the appliances.

Confine your talk to plain, everyday terms that all will understand. If you must employ technical terms make a point always of explaining them.

Don't Refer to Electrical Appliances as "Current-Consuming" Devices

That electrical table appliances consume current is true. Nevertheless that is merely incidental to the service their use affords. They should be referred to in terms suggesting their services.

One expects to have to feed a cow—but when one discusses cows it is in terms of milk or beef.

That same principle holds good for electrical table appliances. They are fuel, time, labor and money-saving devices. Refer to them accordingly.

Always Refer to Operating Cost of Appliances in Terms of Cents per Hour

To refer to operating cost in terms of current is confusing to all but the technically-informed. Besides, it's a lazy man's way of convincing the facts. Because when the operating cost is given in terms of current the prospect then is compelled to translate the statement into terms of cents per hour to operate. And—

If the translation is not made, the statement only serves to confuse. It fails to further the customer's understanding. Attention which should be devoted to following the salesman's talk is distracted by the effort to understand the technical phraseology.

Show Appliances in Actual Operation

The power of demonstration is too well recognized to require emphasis here.

Telling the customer that a toaster, say, will, within two minutes, generate ample heat for toasting is a poor substitute for allowing the customer to place a hand near the appliance and discover by actual experience the heat radiating therefrom.

If your display room is not equipped with Convenience Service Outlets have some installed at once. The added sales effected through demonstrating the appliance will quickly pay for this slight expense incurred through installing outlets.

Don't Invite Consideration of Too Many Appliances

Attention must be concentrated upon one appliance before a purchase is made.

The greater the number of appliances suggested the greater the number which must be eliminated from consideration before attention can be centered upon the one particular appliance it is held in mind to buy. Decide as quickly as may be possible in your mind, which appliance will best suit the needs of the customer. Then concentrate your efforts upon selling that appliance. Make every reasonable effort to sell it before suggesting another one.

That method becomes particularly desirable when you are dealing with a "listener."

Aim Always to Display the Best Make of Appliances First

In selling it is always easier to come down in the scale of quality and price than to start at the bottom and work up to the most costly. Also, a customer is always secretly flattered by being shown the most expensive article of a class first, even though it is in mind to purchase something less costly.

Frequently, too, such tactics lead to the sale of a better article than otherwise would have been so. Besides—

First impressions are apt to be lasting. So aim to have that first impression truly representative of the best in quality and service possible with the class of appliances in question.

Attach to Appliance Tags Showing Price and Cost in Cents per Hour to Operate

Such tags are effective silent salesmen.

Many of those who visit your store have used electrical appliances and are thoroughly sold on their manifold advantages. Frequently they come in with minds made up to purchase a certain type of appliance and require only to be told the price. In such instances the tag makes the sale, while you perhaps are busy with other customers. There are many occasions in even the best equipped and regulated stores when customers cannot be given attention immediately they have entered. At such times, the tags will prove helpful in occupying the customer's attention.

Best of all, is the service the tags perform in connection with the very generally observed human characteristic. Many folks incline to place more confidence in what they read than they do in what is told them. And the tags serve to support the salesman's statement regarding the operating cost of the appliances.

NOTE—Electrical appliances, particularly those having a heating element, use a considerable amount of current. In simultaneous operation of the table group (toaster, percolator and grill) more current is used than the ordinary key socket or lighting circuit is designed for. Special circuit with outlets should be provided for their convenient use. If you do not undertake electric wiring, tie up with some good electrical contractor. You owe this service to your customer.

The Tum-A-Lum Lumber Co. have started building their hardware store and lumber shed at Attalia, Wash. Roy Adams will manage the hardware department when the new unit is completed.

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ADVERTISING THE ADVANCE AGENT FOR MORE BUSINESS

The circus would not gain very much of a following, no matter what its attractions, if it were not for the work of the advance agent. He comes ahead, puts up the most wonderful posters of the beautiful ladies doing stunts in the air, in lion's cages, training serpents, and leaping through hoops. Then there are pictures of animals which make the small boy ready to skip school to see what it is all about.

There are times when every business needs priming, but the increased flow of returns will pay for the enthusiasm, extra work, or even money used in the priming process.

Kunz & Kramer, of Elmira, Wash., have just purchased a two-story brick building for $10,000, and they will move their enterprising business there.

Emerson Knoff, for many years Seattle manager of the United States Steel Products Co., has established a branch buying and selling office of the Juneau Hardware Co., Seattle, making a specialty of mining supplies, wholesale and retail, throughout Alaska. He also represents the Twisted Wire & Steel Co., of New York, in the Northwest territory.

The Jewell Hardware Co., Grants Pass, Oregon, is meeting its friends in its new location there. The new building is 25x150 feet and in the rear there is a concrete floor where they handle heavier articles and operate their garage business in connection with an automobile, which they distribute.

A NEGRO PRAYER

At a meeting held recently in Virginia an old colored preacher in opening the service prayed thus: "O, God of all races, will you please, Sir, come in and take charge of de min's of all dese yere white people and fix dem so dat dey'll know and understan' dat all of us colored folks is not lazy, dirty, dishones', an' no 'count, an' help dem, Lord, to see dat most of us is prayin', workin', and strivin' to get some land, some houses, and some ed'cation for ourselves an' our chillun, an' get true 'ligion, an' dat most every Negro in Northampton County is doin' his lebel bes' to make frien's an' get along wid de white folks. Help dese yere white folks, O Lord, to understan' dis thing. Lord, while you is takin' charge of de min's of dese white people, don' pass by de colored folks, for dey is not perfec'—dey needs you as much as de white folks does. Open de Negro's blin' eyes dat he may see dat all of de white folks is not mean an' dishones' an' prejudice' ag'inst de colored folks, dat dere is hones', hard-workin', jus', and God-fearin' white folks in dis yere community who is tryin' de bes' dey know how, wid de cir'umstances ag'inst dem, to be fair in dere dealin's wid de colored folks, an' help dem to be 'spectable men an' women. Help us, Lord, black an' white, to understan' each other more eve'y day."

GET YOUR SALES OF COW CLIPPERS

Hardware and implement merchants in rural communities face an excellent opportunity in the marketing of Stewart Clipping Machines this winter and spring. This product of the Chicago Flexible Shaft Co., Chicago, has long been known to the trade, and its uses are not unknown.

Its market is not confined to horses alone, however, for modern health regulations recommend and in some cases compel the clipping of cows. It is for this purpose the company is now recommending the machine. Especially in the winter time is the clipping of cows a necessity. Health regulations prescribe that the long hair on the flanks and udders of any milch cow shall be kept clipped off, especially for milk that is to be certified.

Not only is the public good promoted thereby, but the interests of the dairymen are furthered, for the health of the cow and its cleanliness are, of course, promoted. The Chicago Flexible Shaft Co. has issued special literature on this point, and any dealer interested can, of course, obtain this literature, as well as prices and discounts from the main offices of the company in Chicago.

BLACK & DECKER'S NEW FACTORY

The extension and growth of the business of the Black & Decker Manufacturing Co. as producers of the electric valve grinder and portable electric drills, has made it necessary for the company to move its general offices to its new factory building.

Last month this move was made to newer and larger quarters at Towson Heights, abandoning the former location at 105 South Calvert Street, Baltimore, Md Merchants who have correspondence with the factory should note this fact.

IOWA SKATE FACTORY BOUGHT BY KEES

Announcement of an important deal of interest to the trade is the purchase by the F. D. Kees Mfg. Co., of Beatrice, Neb., of the Brown Spring Ice Skate Co., of Webster City, Iowa, last month.

The Brown Co. will be dissolved and merged with the F. D. Kees Co., and the two plants operated under the one management, thus ice and roller skates will be added to the Kees line of hardware and building specialties.

The Brown Co. were doing an annual business of $125,000 and employing a force of some fifty men. For over a year it has been behind in its orders on skates, so great has been the demand for that article.

F. E. Brown, former president of the Brown Co., and his son, B. R. Brown, will remain at Webster City to direct the Brown branch of the institution.

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25 ATKINS BRANCH MANAGERS MEET

Twenty-five branch managers and salesmen of the E. C. Atkins Co., saw manufacturers, held their annual convention in Portland, Oregon, last month, in connection with the Pacific Coast Logging Congress in session at the same place.

All the men were from the West Coast division of the company and the following representatives were present: E. J. Banks, T. H. Tait, J. Sedman, C. Seifferie, Vancouver; C. E. Hurlbett, J. P. O'Conner, J. A. Clorety, A. A. Furber, H. I. Scott, Seattle; A. W. Shaw, A. H. Brush, L. D. Stephenson, J. G. Lauffer, E. L. Mahew, D. G. Hanchette, San Francisco; M. Conner, R. R. Dingle, C. A. Barnes, E. F. Mitchell, A. Bruley, H. H. Harris, S. M. King, M. Bisaillon, Portland.

The Adams Hardware Co., Kelso, Wash., is continuing its business in its old wooden building, while a new fireproof structure is being built round about it.

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National Cash Register Company's Outing

25,000 ENJOY INDUSTRIAL HOLIDAY

At the present time when we are hearing so much about Bolshevism, industrial unrest and strikes, it is indeed pleasing to learn something of the unusually happy relations existing between the workers and their families and the management of one of our most famous industrial plants.

Recently while the workers in the great steel industry and a huge corporation were making final preparations for a titanic industrial struggle, the 7100 employes and executives of the National Cash Company, at Dayton, Ohio, were enjoying what is believed to be the greatest, as well as the most unique industrial outing ever held. Fully 25,000 people were present at the affair, which was arranged and managed entirely by employes.

The festivities started early in the morning, when the entire factory force marched a distance of two miles from the factory. John H. Patterson, its president, 74 years young, rejected a suggestion that he ride in an automobile, and with a committee of executives he marched at the head of the parade.

The place where the "picnic" was held was especially prepared for the event. This park was given to the people of Dayton by Mr. Patterson about a year ago. It consists of 294 acres of hills and dales, from which it gets its name, and has many substantial buildings, play apparatus and other improvements. It is valued at $1,000,000.

The day's events included games and contests of all kinds and descriptions. There were races, contests, polo match, ball games, quoits, golf, tennis, baby show, continuous concerts, daylight fireworks, airplane "stunt" exhibition, clowns, dancing all day and evening; in fact everything that could be thought of to interest and amuse the big crowd. One of the cleverest entertainments provided was a sideshow with subjects of especial interest to employes.

The commissary arrangements were among the most interesting features of the day. They included one 3000-gallon water tank, two 800-gallon coffee vats, three 380-gallon cauldrons, and steam kettles with a capacity of 2500 gallons. One hundred and ten cooks were necessary to prepare the meals and 650 other attendants served the food to the hungry guests. The cafeteria plan was used and there were 80 serving stands.

Both lunch and dinner were served to everyone present. Eight thousand pounds of beef, 91,000 sandwiches, 10,000 gallons of lemonade, 1400 gallons of ice cream, 75,000 pounds — 50,000 packages — of crackers and 3000 pounds of candy are but a few of the good things consumed by the picnickers.

Everything in connection with the affair was in the hands of the employes. The N. C. R. Company paid the bills, which amounted to more than $50,000, but made no attempt to say what should or should not be done. All planning and execution was done without outside assistance and the construction work was done by employes from the factory.

In speaking of the outing, Mr. Patterson said:

"This is a big family reunion. It is a big family and we want to do everything we can for them. We want to take this opportunity once a year to meet the men out in the open as man to man. This is the day we put business away and get together.

"The men wanted to have this picnic and we told them to go ahead and make the arrangements and the company would pay the bills. The men from the factory have made all the arrangements and done all the work.

"It is a fine thing for all of us to get together, and through this we have more cooperation. When the factory first started and we had only a little room off of an alley, I knew every one of the men; I knew their wives and their children, and I knew if one of them was sick. When we were over in building No. 1, about twenty years ago, and had only a small force, we used to get together and talk things over, and I believe there was better understanding between the management and the rank and file by our doing it.

"We want our people to know something about our worries and some of our troubles. If they don't know these things, when they leave the factory in the evening they don't think about the business again until next morning. If they know of these things they will help us by thinking about them.

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MAKING ROOM FOR MORE WASHERS

The accompanying illustration may give our readers some indication of the plans of Voss Bros. Manufacturing Co. for its new factory. To be sure, progress so far seems somewhat negative, but even as far back as Bible times he who builded for the future builded his house upon a rock.

The new factory annex will be joined to the present building by a tunnel and an overhead bridge. It will be of brick and concrete construction, four stories high, and the ground measurement will be 75x150.

When completed it will be devoted to assembling a new type of washing machine, which has just been added to the high grade Voss line.

The Lents Hardware Co., Yakima, Wash., has just purchased property for a new plant to cost $30,000 when completed.

DIXON BOOKLET TELLS HOW TO MAKE BOILER CLEANING EASY

The Joseph Dixon Crucible Co., Jersey City, N. J., has issued a new booklet, "Graphite for the Boiler," which tells in a clear and concise way how to make boiler cleaning easy.

The unusual part of this little booklet is that it does not claim that boiler scale can be entirely prevented, but that it can be made easy to remove. This frankness on the part of the manufacturer is worthy of consideration on the part of our readers. It indicates a willingness to cooperate with engineers in the practical solution of this problem.

An interesting table is included in this booklet which shows the extra cost of coal due to the various thicknesses of scale present in boilers. The manufacturers will be glad to send a copy of this booklet, No. 230-T, to anyone who is interested.

Ballou & Wright have extended their accessory organization by adding a Spokane branch to the Portland and Seattle offices, which have for some time handled the territory. D. D. Hull and M. G. Swanson will have charge of the new office.

ADVERTISING SECTION CLOSELY NOTED.

In enclosing renewal of subscription to the "HARDWARE WORLD," I want to tell you I find it very helpful and valuable in many ways.

Your advertising section is so well patronized that I find much desirable information in it.

Hardware business is improving and prospects for a big business this year is the best it has been for a number of years.

C. D. HINKLE.

FEATURES OF NESCO OIL STOVES



The old principle that liquid seeks its own level is used to advantage in the new oil stove which is being manufactured by the National Enameling & Stamping Company—the Nesco Perfect Oil Cook Stove. Instead of turning a wick up and down, a cup is used to hold the wick, connected by a tube with feed pipe holding the oil. When it is desired to light the stove, the tube is lowered to this column of oil, which then flows up into the cup, seeking the level as it is maintained at the other end in the supply tank.

The new stove does away entirely with Rochester Gears. The raising and lowering is done with a toggle joint. This is always positive in action. It cannot stick nor get out of order nor will it rust

Another desirable feature is the "Rockweave Wick." This wick is woven and yet non-burnable. Under ordinary care this wick will last for many months. It can be cleaned of the carbon which naturally accumulates from burning oil and is reversible.

The Glass Tank which gives a view of the oil supply at all times is protected by a shelf that turns backwards to be put out of the way when necessary or to furnish additional shelf room on the top of the stove.

When the fuel supply is cut off from the wick or is exhausted, the flame immediately is automatically extinguished and there is no smoke, nor smell, nor smudge.

The chimneys of the Nesco Perfect Stove are of an improved design. Two perforated cylinders within the porcelain enameled drum allow the passage of flame and a combination with the proper amount of air coming through the perforations. The result is a very hot and strictly blue flame, burning very close to the cooking utensils.

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HOW TO FIGURE THE DESIRED PROFIT, WHEN ALLOWING DISCOUNTS FOR CASH

Allowing cash discounts is practiced by many plumbing and heating concerns, and the following problem has been worked out by the Trade Extension Bureau.

The correct method to ascertain the overhead expense to be applied in ordinary practice, if 5 per cent cash is to be allowed, would be derived in the following way:

Problem

What percentage shall I add to my cost of material and labor to net me a 9 per cent profit on my total sales if 5 per cent is to be allowed to the customer for cash—providing my present sales are $10,000 per year; my fixed charge, $2,350; my net profit, $900, and my cost of labor and material $6,750?

Example

A—Represents Present Gross Sales or.....$10,000
B—Represents Present Fixed Charge or... 2,350
C—Represents Present Net Profit or..... 900
D—Represents Cost of Labor and Material or 6,750

If 5 per cent cash discount is to be allowed, the present sales price must be increased 5 per cent, therefore $10,000 represents but 95 per cent of the new sales price. For instance:

Ninety-five per cent divided into $10,000 equals $105.2631 or 1 per cent, then 100 per cent, or the new selling price, equals $10,526.31, represented by E.

Five per cent cash discount, deductable from this new selling price would give F $526.31. This amount, subtracted from E, the new sales, leaves $10,000, the net sale price.

B, the present fixed charge equals $2,350; F, the cash discount which now becomes a part of the overhead (because it must be taken out of the selling price) is then added to B, as is C, the net profit for the year, a total of this representing G, the profit and fixed charge for the year. Thus:

B—$2,350, Present Fixed Charge.
F—$526.31, the additional Fixed Charge Created by the 5 per cent discount.
C—$900, Net Profit.
G—$3,776.31, Profit and Fixed Charge.

E, the new selling price, is then divided into G to ascertain what per cent G is of the selling price, which gives H, or 35 87-100 per cent. As H represents the percentage of profit and fixed charge, it is deducted from 100 per cent, the selling price, to ascertain what per cent represents the cost of labor and material, which, in this instance, would be 64 13-100 per cent or I.

For example:

G—$3,776.31—equals 35 87-100 per cent or H.
E—$10,526.31, then
E—100 per cent, New Selling Price.
H—35 87-100 per cent, Profit and Fixed Charge.
I—64 13-100 per cent, Cost of Material and Labor.

I, or the percentage of the cost of labor and material represented in the selling price, is then divided into D, the cost of labor and material to ascertain 1 per cent of the selling price, thus:

D—$6,750, cost of labor and material equals 105.2631 or about 1 per cent of the selling price.
I—64 13-100 per cent, percentage of cost of labor and material.

To find the selling price multiply $105.2631 by 100, which equals E, $10,526.31.

To prove the example subtract 5 per cent of the new selling price, which should represent A, the old selling price.

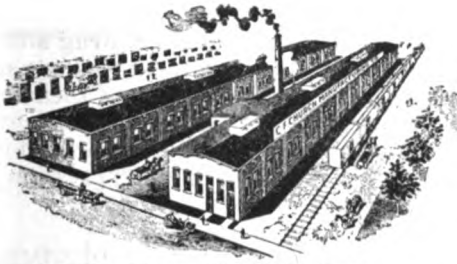
HAVE A GOAL IN 1920

If you have no particular goal in the year 1920, don't expect to get anywhere. When a famous saleswoman selling nothing but peanut butter proved she could sell readily by the glass and can, she was told to sell by the dozen. That gave her the idea, and she began to turn in orders by the case. Then, to prove what she could do, she took orders by the carload. Yes, she has got a goal farther ahead yet, and the chances are she'll make it!

What is your goal and how are you planning to reach it? Success doesn't come by magic, but rather by muscle—both mental and physical.

Nature has a perfect cost system and one price to all. Nature yields only to work.

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OUR NEW PLANT, 20000 SQ. FEET
OPERATED ENTIRELY BY ELECTRICITY
HOLYOKE, MASS.

C. F. Church Mfg. Co.

CAPITAL $ 250,000.00

MANUFACTURERS OF
THE FAMOUS WHITE-PYRALIN CLOSET SEATS,
TANKS, BATH-ROOM CHAIRS, STOOLS, MIRRORS, FRAMES,
MEDICINE CABINETS, TOWEL BARS, ETC.

THE ORIGINAL AND LARGEST MANUFACTURERS OF THIS LINE IN THE WORLD.

Holyoke, Mass.





HOME OF
SNOW WHITE PYRALIN

White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

The spotless, snow-white appearance of Pyralin products pleases customers, draws trade and holds it.

Satisfaction in a superior product brings the buyer back again and again.

Pyralin products cost no more than the inferior, so insist upon the best—the Church quality. It pays you.

Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.





THESE GOODS CAN BE OBTAINED FROM THE LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM.
If you cannot get them, address for information W. R. GILCHRIST, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.
Pittsburgh, Pa.
38 SOUTH DEARBORN ST., CHICAGO, ILL.
Factory, Oakmont, Pa.

GENUINE

ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

THE ARMSTRONG MFG. CO.
276 Knowlton St.
BRIDGEPORT, CONN.
New York Office: 248 Canal St.

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WHY NOT SPECIALIZE?

(By John A. Lutz)

These are the days of the specialist. We have them in medicine—the physician who does nothing but eye work, the physician who treats nothing but stomach troubles, the physician who treats nothing but children's diseases. We have them in business—the expert who systematizes the office organization, the architect who does nothing but hotel planning, the engineer who does nothing but railroad work.

We have them in some of the trades—the bricklayer who does nothing but art bricklaying, the plasterer who does nothing but decorative plastering, the carpenter who does nothing but stair building.

And so on through almost every line of endeavor.

And, friend plumber, do you know there is big money for you in the specialist idea? There is, if you become a real specialist. There are many opportunities for such specializing. For instance, there is the excellent opportunity offered by the medical profession. Every physician requires special equipment, and is willing to pay for it. The plumber who devotes a little time to looking into the doctor's needs in his line, and who lets it be known that he is not just a plumber, but a doctor's plumber, is going to walk into something particularly lucrative.

Physicians and especially surgeons, must work with both their hands as well as their heads, and it is absolutely essential that their hands be scrupulously clean, scientifically clean —sterile. They never touch a single unsterilized thing while examining a patient or operating, even a minor operation. But sometimes a doctor needs water. He cannot touch the faucet. What must he do? If he is without assistance he must take a piece of sterilized gauze and protect his hand while turning on the faucet.

Do You Know This?

There is a very simple, but an extremely appealing fixture to meet such an emergency. There is a lavatory fixture operated by foot pressure. It is used extensively in hospitals, but rarely have I seen it in a doctor's private office.

Doesn't this sound interesting to you? Have you told the doctors in your community about it? Then why not? You are out for business, you have something to sell, something really useful and needed. In most cases all you need do to get the doctor's business is send him a letter asking an opportunity to explain the fixture and to estimate cost of installation, at the same time enclosing a small flyer or leaflet describing it and showing it. Do not forget the illustration, for doctors—the buying kind—are busy men, and an illustration conveys the idea in an instant.

There are, of course, many other special plumbing fixtures and devices, not only for doctors, but for dentists, chemists, drug stores, soda fountains, etc. Further, these men are specialists themselves, and have ideas of their own along plumbing lines, ideas that have never been executed because, first, they are too busy with their own vocation to give expression to the ideas they may have.

SUCCESS IN THE PLUMBING BUSINESS

Here are fifteen suggestions that, if followed, will make strongly for success. Read them carefully, think about each one, then put your conclusions to work. Here they are:

1. Selecting the right location in your town for your business.
2. Making your place of business neat and attractive on the outside.
3. Putting up a sign that will get the attention of everyone that passes.
4. Putting in attractive window displays and changing them frequently.
5. Decorating your store on the outside, so it looks inviting to everyone who sees it.
6. Most important of all—carry a complete stock of tanks, pumps and power equipment.
7. Putting up one or two complete water system in running order.
8. Letting your customers know that you can get additional goods quickly.
9. Letting your customers know that you are backed by a reliable house, who has a reputation to live up to.
10. Using the manufacturers' advertising helps, such as electrotypes, booklets, circulars. etc.
11. Making a list of every possible prospect and keeping after them with letters, printed matter, etc.
12. When you have finished a nice job, letting the people in your community know about it and get them to see it.
13. Building up as wide a personal acquaintance as you can.
14. Making good on your promises.
15. Selecting one make of merchandise that you know is right and then pushing it.

The business man who cannot speak good English, who interlards his conversation with slang or over-energetic language, will surely impress people with his lack of up-to-dateness. The business man of today is educated, alert, and a courteous gentleman.

H. A. Brostrom, for eleven years the able foreman of Allan C. Rennie at Santa Cruz, Cal., has now taken over the plumbing and implement business there. Mr. Rennie is retiring.

In a notice to the general public, the master plumbers of Sacramento have announced that henceforth a charge of $1.75 per hour would be made on all work not being done by contract. This is an increase from $1.50 per hour.

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FAULTLESS QUALITY
MK
PROMPT SERVICE

M. L. KLINE

Plumbing, Heating, Mill and Steam Supplies

Exclusive Agents for
The William Powell Company
Valves and Specialties

30 Years Wholesaling in Portland

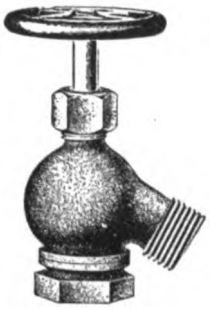
84-86-87-89 FRONT ST.

Garden Hose Valves

OF

Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.



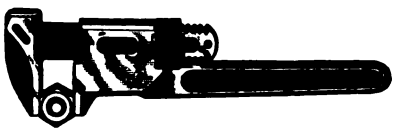
Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel



Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"



Trimo Nut Wrench
steel handle only

The Word Trimo

stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make the **Trimo Pipe Wrench** superior are the **Spiral Spring,** always in place, the **Steel Frame,** that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools,** made by

TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.

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Practical Suggestions for the Plumber

PLUMBING and heating materials are scarce. Everyone is experiencing trouble in securing supplies, due to the fact that the manufacturer is over sold. During the period of war the production of material was greatly decreased. The stocks of manufacturers, jobbers and dealers were practically exhausted. It will in all probabilities require many more months to bring them back to normal.

Move Old Stock

This condition of affairs offers the plumbing and heating contractor an excellent opportunity for moving any antiquated fixtures or appliances that he has in his show room or materials of any description that he might have in stock.

Move this stock now and place your order for new material so that your stock will be clean and your show room will be up-to-date. There is a great day coming. Be prepared.

Get Supply From Jobber

Your jobber undoubtedly has a great many fixtures and appliances on hand of a special nature that have not been good sellers. Write for a list and prices.

Send Out Circular Letters

Next have your stenographer or some one in the office prepare a mailing list from the customers' ledger or telephone directory of persons or firms that should have one or all of these appliances. Then send out a circular letter. Fixtures and appliances should be priced in the letter at a figure including your overhead and the profit you desire. Say nothing about the cost of installation. For that is the afterthought.

Get a prospect first. The installation will take care of itself. The sending out of this letter will have a three-fold purpose. First, to create a sale for your antiquated stock. Second, to create a sale for materials you have on hand. Third, to create a sale for any other material or appliances that you sell, for those receiving your letters may not desire the material you have listed but will become interested in changing or adding to their present plumbing and heating equipment. Fourth, for the advertising value to your business that circular letters produce.

Make a Salesman of Your Show Window

At the same time it would be advisable to make a window display of several of the fixtures you mention in your letter. It is well to have neat show window cards prepared pointing out the special features of the fixture and appliances and the service it will render. This is cheap, effective advertising.

From all indications contract work is going to be very limited this year. There is, however, an unlimited number of prospects for heating and plumbing appliances in every city.

Then order samples or a small stock of each, put a little effort back of these and you will find a ready market.

Many plumbing and heating contractors have found it very profitable to pick up several bright chaps attending the local high school and put them out selling specialties and accessories on a commission basis. These boys dig up a bunch of plumbing and heating jobs in their rounds. Some contractors even pay these boys a small salary, charging it to advertising, for they find these boys produce far better than any other form of publicity.

Selling on Monthly Payments

In the selling of specialties the plumbing and heating contractor will find trade acceptances or the "Morris Plan" of material assistance in making real accomplishments. The piano, talking machine, washing machine, furniture and many of the other commodities have been placed in the most modest homes on the time-payment plan.

The Morris Plan Banks can assist the plumbing and heating trade in accomplishing the same results. It will pay the contractor to investigate. Additional sales of this character will increase volume and profit and reduce overhead. If you are interested, call on your local Morris Plan Bank for full information or write this bureau.

CRISIS AT HAND

The fat plumber seemed to be in a nervous mood. "Whatsa matter?" sympathetically inquired his friend, the thin carpenter.

"My wife is a movie fan"—

"That's not so bad."

"But she has formed the habit of dressing like any particular star that strikes her fancy. The other day she came home with her hair fixed like Mary Pickford's. And the next afternoon she had it dressed like Norma Talmadge's."

"Some class!"

"And this morning I saw her trying to fix up like Theda Bara."

But why should you worry about a little thing like that?"

"I have just heard that Annette Kellerman is coming to town."

"Oh, boy!"

Bert E. Underwood and George Palmtag have purchased the J. A. Webster plumbing shop at Salinas, Cal., and will continue the business on a larger scale than ever.

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The Plumbers who boost the Hygieno Closet to their customers are collecting the coin.

The Hygieno Closet has a silent action and is equipped with the highest quality fittings obtainable. Its bowl is only 13 inches high and allows the body to rest in a position that enables the bowels to be quickly and completely emptied.

PACIFIC

PLUMBING FIXTURES

Main Offices:
67 New Montgomery St.,
San Francisco, Cal.

FOR SALE BY ALL JOBBERS

Factories:
Richmond and San Pablo, Cal.

BRANCHES: LOS ANGELES, PORTLAND, SALT LAKE CITY



No. 71 Fire Pot. List Price. Each $27.20
Ask for Discount.

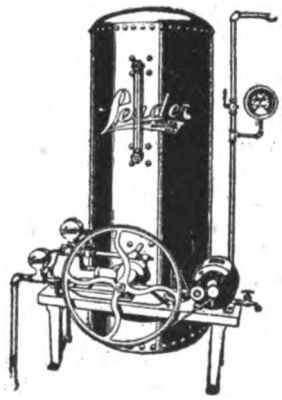
Absolutely Noiseless

The C. & L. No. 71 Fire Pot is Noiseless, Smokeless and Odorless. It has a sub-flame so that the burner can be turned down low when not in use, thereby saving fuel and time. The flames burn from each side to the center. The tank is made of seamless drawn steel, tinned inside and out (Rust Proof) with fittings welded in, making them extra strong and durable. The No. 71 will heat 12-lb. coppers as fast as two mechanics can use them. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.,
Detroit, Mich., U. S. A.

TRADE *Leader* MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.
853 Folsom Street
San Francisco, California
Sole Distributors

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A MESSAGE TO THE MASTER PLUMBERS OF THE UNITED STATES

(By Frank B. Lasette, President of the National Association of Master Plumbers of the United States.)

I feel that too much emphasis cannot be placed upon the question of trade cooperation, and that the subject is one of wide range and well-nigh exhaustless possibilities for good.

In its consideration, however, the broader view must ever be uppermost in our minds. There can be no real co-operation where the spirit of narrowness exists. The "me" and the "mine" attitude of mind, with its consequent shortcomings and failures, so characteristic of all concerned, be it said. We hear more now of "thine" and "mine"—the "ours" in the daily activities of business life; and nowhere more than among those engaged in the various branches of the plumbing industry. This assures us of a brighter future.

We realize more than ever that this world is the common heritage of all, and that it grows smaller, to the extent that men and business interests gravitate toward one another; that to the extent one another's welfare is considered is the whole structure of humanity, and its divers interests strengthened and improved.

With this thought in mind, may it not profit the master plumbers, a component part of this great human family, to take an inventory of its methods and practices as they affect and concern the other branches of the plumbing industry? We may discover that near-by opportunities and duties have been overlooked, and that other interests have also contributed their mite toward the advancement of modern plumbing; that their mission too is in line with our efforts and entitled to a share of the credit. All of which assures us that the law of co-operation is ceaselessly working, though we may at times be unconscious of it.

When one contemplates with admiration a fine system of plumbing installation, he should not overlook the variety of service involved in its accomplishment—the operations of the manufacturers, the assembling of the apparatus and almost countless sundry parts by the jobbers and dealers in supplies, the expert workmanship of the journeymen plumbers and the planning and supervision of the master plumbers. This bespeaks the identity of interest involved and the need of a harmonious relationship at all times between and among those interests. Any other attitude is surely suicidal.

And this leads me to suggest that there should be a more hearty cooperation of the master plumbers with their co-workers, and if I do not misunderstand the signs of the times, that is exactly the general feeling today. In the case of the jobbers and dealers in plumbing supplies, I fear the trade has not heretofore done its entire duty, and that it has missed much in consequence.

Not many master plumbers are overburdened with the necessary capital to conduct with any hope of success even a moderate volume of business, to say nothing of a more extensive one. Here is where the jobbers and dealers come in; they fill this breach, and to a large degree supply the capital. Plumbing apparatus and materials of every description, assembled from all quarters of the country, may be obtained from their establishments on short notice, and often delivered on the job as well, to the relief of the master plumbers.

Is not this of great advantage to the craft, and is it not worthy of our appreciative consideration? Does it not increase our efficiency as regards the execution of work intrusted to us, and will it not create a favorable impression with our clients and inspire confidence? The matter warrants a fair consideration on the part of all master plumbers.

I fear many master plumbers have not given this phase of the business the careful thought justly due it. They have permitted trifling misunderstandings to obscure their vision. I feel that there was never a more opportune time than the present for a frank consideration of this question. Our local jobbers are our fellow-citizens, oftentime our immediate neighbors. Like ourselves, they also are contributing towards the expenses of the government of our communities in the way of taxes and otherwise, another phase of the get-together spirit of the world—community cooperation.

As the success of the jobbers and dealers is our success, and as the extent of their success is of vital concern to the welfare of the communities in which they operate, it should require no urging on my part to the effect that master plumbers encourage them with a liberal share of their patronage.

THE USUAL WAY

He worked by day
And toiled by night.
He gave up play
And all delight.
Dry books he read
New things to learn
And forged ahead
Success to earn.
He plodded on
With faith and pluck,
And when he won
Men called it luck.

J. A. Bergreen has just entered the plumbing and gas fitting business at Pasadena, California.

Anderson & Dougherty, of Salinas, Cal., have purchased the plumbing plant f Ford & Sanborn and will add it to their facilities for turning out good work.

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Has Only One Packing Which Is Readily Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Plimpton St., Waltham, Mass.



No. 10 Steel ¼" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

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THE BEATON & CORBIN MFG. CO.
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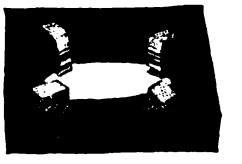


"I'm Nye The Die Man"

About the most popular die in the world right now would be the kaiser's. Next to that, the most popular die in the world is The NYE DIE.



THE NYE TOOL & MACHINE WORKS
108 North Jefferson Street
CHICAGO, ILL.



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MOST NOTED OF ALL NUMBERS IS SEVEN

Why does Sir Walter Scott, in Rob Roy, use the expression, "Scared out of his seven senses"? And why does Cervantes, in Don Quixote, say: "I am almost frightened out of my seven senses." Everybody knows that man has but five senses.

The only explanation it seems possible to offer is both of these authors were imbued with a sort of reverential feeling toward the number "seven," and felt that if a man did not have that number of senses he ought to have. Shakespeare gives him "seven ages," why should he not be alloted as many senses?

It is impossible to study the Bible without being impressed by the tremendously important part the number seven plays. As all persons do not read the Bible, nor would be apt to notice the circumstance if they did, the following partial summary of the prominence of that number may prove of interest.

In six days creation was perfected, and the seventh was consecrated to rest.

Noah had seven days' warning of the flood, and was commanded to take the fowls of the air into the Ark by sevens and the clean beasts by sevens. The Ark touched the ground on the seventh month, and in seven days a dove was sent, and again seven days after.

The seven years of plenty and the seven years of famine were foretold in Pharaoh's dreams by the seven fat and seven lean beasts, and the seven ears of full corn and the seven ears of blasted corn.

By the old law, man was commanded to forgive his offending brothers seven times; but the meekness of the last revealed religion extended his humility and forbearance to seventy times seven.

In the destruction of Jericho seven priests bore seven trumpets seven days, and on the seventh day surrounded the walls seven times, and after the seventh time the walls fell.

Balaam prepared seven bullocks and seven rams for a sacrifice; Laban pursued Jacob a seven day's journey; Job's friends sat with him seven days and seven nights, and offered seven bullocks and seven rams as an atonement for their wickedness.

Elijah sent his servant seven times to look for a cloud; King Ahasuerus had seven chamberlains; Queen Esther had seven maids to attend her. Solomon was seven years building his temple, at the dedication of which he feasted seven days.

The children of Israel ate unleavened bread seven days; Abraham gave seven ewe lambs to Abimlech as memorial for a work; Jacob mourned seven days for Joseph.

In Scripture are enumerated seven resurrections from the dead, to-wit: The widow's son, by Elias; the Shunamite's son, by Elisha; the soldier who touched the bones of the prophet; the daughter of the ruler of the synagogue; the widow's son of Nain; Lazarus, and the risen Christ.

Out of Mary Magdalene were cast seven devils. The Apostles chose seven deacons. Enoch, who was translated, was the seventh after Adam, and Jesus Christ, the seventy-seventh in a direct line.

In the Lord's praper are seven petitions, expressed in seven times seven words, omitting those of regular grammatical connections.

The fiery furnace was made seven times hotter for Shadrach, Meshach and Abednego; Nebuchadnezzar ate the grass of the field seven years, and the house of wisdom in Proverbs had seven pillars.

Doubtless it would take the proverbially gifted seventh son of a seventh son to be able to remember all the above interesting statistics for a period of seven minutes.

DON'T TALK QUALITY UNLESS YOU SELL IT

A great deal has been said about "quality," and some people are mere echoes of whatever popular theme happens to be in the public mind. Don't be an echo! Don't talk quality unless you can offer quality. There is no doubt about it, quality pays. Anything else is a shifting and sandy foundation to build upon. Quality brings customers back again and again, and more then that, they are satisfied between times and boosters for you and your business.

A GOOD RAISER

Teacher—"What is a farmer, Tommie?"

Tommie—"A farmer is a man who raises certain things."

"And what is a middleman?"

"A middleman is a man who raises everything."

THE QUESTION

The question today, asked by the man who wants to buy a protective paint, is a double one: "What has the paint done and what will it cost per year of service?" He is looking for service, not first cost, and he wants to know the record and reputation back of the statement.

The history of Dixon's Silica-Graphite Paint covers a period of over fifty years. It has proven its value in all climates and under all trying conditions. Therefore it has a world-wide reputation.

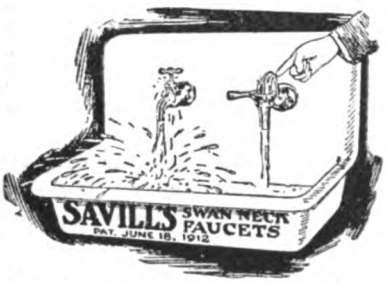
The man who buys it and has it applied properly imposes no burden on his pocketbook and receives the maximum service at the least expense.

It is made in four colors—olive green, dark red, slate color and black. It is suitable for exposed metal work of all kinds—roofs, fences, smokestacks, boiler fronts, bridges, etc.—and is equally useful for wood surfaces.

Back of it is the reputation of the Dixon Company, which has been doing a successful business for nearly one hundred years.

D. A. Allard is preparing to open a plumbing shop at Ilwaco, Wash.

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Sold by all Jobbers and Plumbers' Supply Houses Everywhere

OVER 1200 PHILADELPHIA PLUMBERS

ARE USING AND SPECIFYING

SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

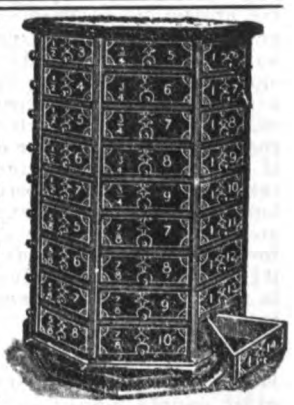
THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.

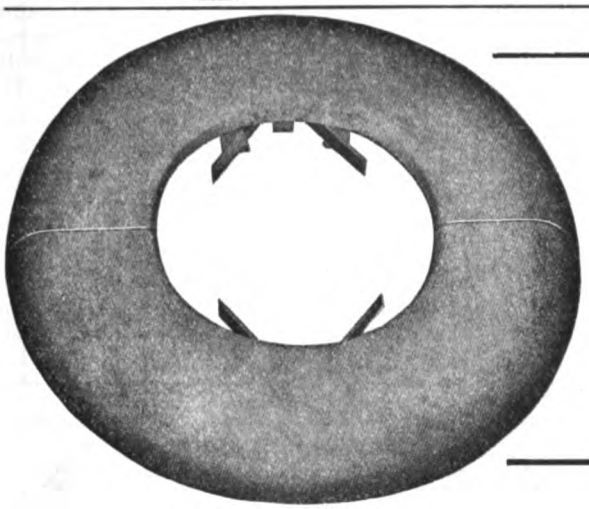


Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.
Dayton, Ohio





THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba, Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

"Pittsburgh"

AUTOMATIC GAS WATER HEATERS

PITTSBURG WATER HEATER COMPANY - - - PITTSBURGH, PA.

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EX-EMPLOYES WHO TRY TO INDUCE YOUR CUSTOMERS TO STAY AWAY FROM YOUR STORE

(Copyright by Elton J. Buckley)

I expect that the situation described in the following letter will arise more and more frequently as people come to realize that the Clayton Act considerably loosened up the law regarding boycotts:

Chicago, Ill.

We employed eight clerks up to the first of last month. At that time they applied for an increase in wages and we felt we were obliged to refuse it. They were averaging about 33 1-3% more than two years ago, and we felt that that was about all we could stand at the present time. They were connected with the Federation and promptly struck. They have been a great annoyance ever since. All of them are acquainted with our customers and they have gone to those customers and have endeavored to persuade them not to patronize us, because we are unfair to labor. In some cases the customers work for other concerns, and they are afraid if they continue to patronize us, the Federation may take it out on those concerns. We have lost some trade, but not as much as we expected. I should like to ask, are we compelled to sit still and see these unfaithful former employes go to our trade and seek to undermine it? At the same time they talk against us, they talk in favor of one of our competitors and try to divert the trade to him. R. O. McM. & Bro.

Before the Clayton Act passed, this sort of thing would have been absolutely illegal and most courts would have granted an injunction against it, on the ground that it constituted a secondary boycott. The difference between a primary boycott, which was legal, and a secondary boycott, which was not legal before the Clayton Act, but is legal now, is this: A primary boycott is a refusal of a number of employes to have any dealings with the employer or with any person who deals with him. This was legal because all they were disposing of was their own trade. A secondary boycott occurs where the employes not only withhold their own trade, but go to other people who have no grievance and try to get them to do the same and threaten a boycott against them if they refuse.

People generally didn't clearly see at the time that the Clayton Act legalized secondary boycott, but they are beginning to realize it now that the courts have changed their decisions on the subject. That part of the Clayton Act which changes the law is in Section 20, and is this: "No such retraining order or injunction shall prohibit any person or persons, whether singly or in concert, from . . . . ceasing to patronize . . . . any party to such dispute, or from recommending, advising or persuading others by peaceful or lawful means so to do (i. e., ceasing to patronize any party to the dispute).

There was the case brought by the Kroger Grocery & Baking Co., a Cincinnati, O., chain store grocery concern, against the Retail Clerks' International Protective Association. The Kroger clerks struck for higher wages and carried on a vicious warfare against the Kroger stores for weeks, annoying their customers, worrying the remaining clerks, causing the loss of perishable goods, and so on. One of their schemes was the circulation of a circular among the customers, persuading them to boycott the Kroger stores because they were unfair to labor. The Kroger Co. went into court and asked for an injunction against all of this, and they got an injunction, but not against the scheme to persuade customers to boycott. As to this the court said:

The same finding must be made in relation to the attempted boycott. So far as the distribution of the circular is concerned, the defendants (the clerks) had a perfect right to distribute them, if it was done peaceably. They had a perfect right to say to persons who were in the habit of trading in the stores: "I wish you would not trade there; we have been clerks employed there, and have not been treated fairly; we have not been receiving wages that will allow us to live properly when the cost of living is so high; if you people will stand by us and refuse to trade with these people until they grant us the relief to which we think we are justly entitled," they may do so. That would not have been illegal, so as to justify an injunction under the Clayton Act.

I want readers hereof to understand clearly how wide is this power which the Clayton Act has given to disgruntled employes: It means that any clerk or number of clerks can go to your customers and use every persuasive art they have to induce them to stay away from your store. And behind the peaceable persuasion can be an unspoken threat of what will or may happen if the request isn't granted. In this day, with organized labor seeking to increase its power, and with retail clerks in all lines being solicited to join labor organizations, this is a situation to be watched.

Charles W. Hinman, proprietor of the Escondido Plumbing Co., has taken Warren M. Gates into partnership in his business at Escondido, Cal. Mr. Gates will have charge of the contracting department for cement, brick, stone and plaster.

SMITH-BOOTH-USHER CO.

Machinery, Supplies, Pipe and Fittings

LOS ANGELES, CAL.

PREFERS HARDWARE WORLD.

At one of the recent salesmen's meetings, the subject came up relative to good reading matter, such as the System Magazine, and the "Hardware and Plumbing World," and we are pleased to tell you that ten of our boys insisted on the "World."

We therefore ask that you kindly send ten copies of the "Hardware and Plumbing World" to our firm, beginning with the June number, and we will have them distributed monthly as they come in.

We enclose order herewith for ten yearly subscriptions. SMITH BOOTH-USHER CO.

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The Reedley Plumbing Co. has just been launched by the partnership of Sam Jorgensen and John Kaber, both of Reedley, Cal.

Another deal in Salinas plumbing circles is the purchase of the Ford & Sanborn Co. plumbing plant by Anderson & Dougherty.

C. L. Hughes has construction well under way for a new shop at Mt. Vernon, Wash., where the most modern appliances for plumbing work will be installed.

T. Nicolas and L. G. Fabing have taken over the plumbing department of the W. R. Smith Hardware Co., Lompoc, California, and will conduct it as a separate enterprise.

R. D. Zylstra, of Seattle, Wash., has purchased a half interest in the plumbing and lighting business of Harold Knapp at Lyndon, Wash., and will actively conduct the business there.

Jack Lillie, Peter Norby and Bob Sands of Port Townsend, Wash., have recently been awarded a contract to do the complete plumbing in six houses for the Merrill & Ring Lumber Co., at Pysht, Wash.

The plumbing trade of the Northwest suffered a severe loss last month in the death of John Watkins, former secretary and treasurer of the Northwest District Conference of the United Association of Plumbers at Everett, Wash.

Baldwin Park, Cal., has grown to the proportions of a plumbing shop in the establishment of L. L. Root in business there, where he does gas fitting, wiring, tinning, pump and engine repairing as well as plumbing.

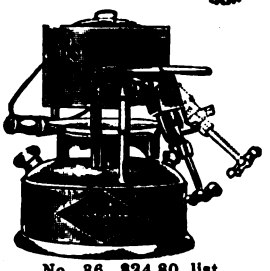
Holiday Greetings

WE WISH YOU A MERRY CHRISTMAS AND SINCERELY TRUST THAT THE COMING NEW YEAR WILL BRING THE BEST YOU HAVE EVER KNOWN IN HAPPINESS AND SUCCESS

OTTO BERNZ, NEWARK, N. J.

"Always Reliable" Torches and Furnaces.

TURNER TRADE HOT BLAST MARK No. 36 Bonanza Furnace for Gasoline



No. 36. $24.80 list.

is made of No. 16 gauge seamless drawn steel, copper plated inside and out and finished with blue enamel. Will withstand severe service and the acid used in connection with plumbing, tinning and electrical construction.

A furnace that will be appreciated by iron and copper workers, plumbers, electricians, etc.

THE TURNER BRASS WORKS
SYCAMORE, ILLINOIS, U. S. A.



No. 32 Torch List Price, Each $16.00 Ask for Discount

The Best Is Cheapest

in the long run. C. & L. Fire Pots and Torches are always the cheapest in the end, for they produce more heat, burn less fuel, are stronger made and will outlast several of ordinary make. We have made many improvements that improve, but have never experimented at the expense of the user. Be Wise and buy the Best. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

"WE KNOW THE STOVE REPAIR BUSINESS"

WE WELD ANYTHING

Stove and Furnace Repairs

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MYER S. RUBENS
STOVE AND FURNACE REPAIR WORKS

We Furnish DUPLICATE ORDER BOOKS Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

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Manufactured at Oakland

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ALUMINUM PRODUCTS CO. Of the Pacific Coast OAKLAND, CALIFORNIA

Spokane Stove & Furnace Repair Works

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Efficient Service : Superior Quality : We Solicit Your Inquiries

"The Largest Stove Repair House in the Northwest"

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Semi-Smkls	Box. Smkls
Blank Rim Fire	Less	
22 Short	$ .20	$ ...
32 Short	.40	...
Blank Center Fire—		
32 S & W	.65	...
38 S & W	.80	...
38 Long Colt	1.35	...
44 W C F	1.65	...
Shot Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot Center Fire—		
32 S & W	1.10	...
32 W C F	1.45	...
38 S & W	1.30	...
38 W C F	1.65	...
44 W C F	1.65	1.90
44 X L	1.80	2.05
44 Game Getter	1.65	1.90
Rim Fire, Ball—		
BB Caps	...	.40
CB Caps	...	.50
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.40	.45
22 Long H P	.45	.55
22 Long Rifle	.40	.50
22 Long Rifle H P	.45	.55
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	...	.65
22 Win Auto, H P	...	.70
25 Short Stevens	.70	...
25 Stevens	.90	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.10	...
38 Long	1.15	...
41 Short	1.10	...
Center Fire Pistol—		
22 Win SS	1.45	1.65
25 Colts Auto	...	1.60
25-20 Single Shot	1.75	2.05
25-20 Win	1.55	1.80
25-20 Win HV	...	2.00
7.63 MM-Mauser	...	2.40
7.65 MM-Mauser	...	2.40
9 MM-Luger	...	2.60
32 Colts Auto	...	1.70
32 Colts Short	1.10	1.20
32 Colts Long	1.25	1.35
32 Colts Police Positive	1.25	1.35
32 S & W	1.10	1.20
32 S & W Long	1.25	1.35
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.00
35 S & W Auto	...	1.75
38 Colts Auto	...	2.50
38 Colts Short	1.35	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.35	1.50
38 S & W	1.35	1.50
38 S & W Special	1.60	1.75
38 Winchester	1.85	2.30
41 Colts Short DA	1.45	1.65
41 Colts Long DA	1.75	1.90
44 Bull Dog	1.50	...
44 S & W Amer	1.90	2.15
44 S & W Rus	1.90	2.15
44 S & W Special	2.15	2.30
44 Webley	1.65	...
44 Winchester	1.85	2.30
45 Colts	2.15	2.35
45 Colts Auto	...	2.85
Center Fire Military and Sporting—		
22 Savage	...	1.60
250-3000 Savage	...	1.75
25-21 Stevens	2.30	...
25-25 Stevens	1.90	2.85
25-35 Winchester	...	1.40
25-35 Short Range	...	1.40
25-36 Marlin	...	1.40
25 Remington Rimless	...	1.40
6 MM U S N	...	2.10
7 MM Spanish Mauser	...	2.10
7.655 MM Bel Mauser	...	2.10
8 MM Mauser	...	2.10
9 MM Mauser	...	2.30
30-30 Winchester	...	1.60
30 Remington Rimless	...	1.60
30 Government Rimless	...	2.30
303 Savage	...	1.60
32 Remington Rimless	...	1.60
32-40 Winchester	1.20	1.35
32-40 Winchester H V	...	1.60
32 Winchester Slf Ldg	...	2.30
32 Winchester Special	...	1.60
33 Winchester	...	2.10
35 Remington Rimless	...	1.75
35 Winchester	...	2.30
35 Winchester Slf Ldg	...	2.90
351 Winchester Slf Ldg	...	2.30
38-55 Winchester Lead	1.45	1.75
38-55 Winchester HV	...	1.95
38-56 Winchester	1.45	1.75
40-60 Marlin	1.50	...
40-60 Winchester	1.50	...
40-65 Winchester	1.50	1.75
40-70 Winchester	1.55	...
40-72 Winchester	1.55	1.80
40-82 Winchester	1.55	1.80
401 Winchester Auto	...	1.70
405 Winchester	...	2.50
45-60 Winchester	1.55	...
45-70-405 Government	1.55	1.80
45-75 Winchester	1.55	...
45-90 Winchester	1.65	1.80

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot $1.25

3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot 1.25

3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot..... 1.25

3¼ drs. x 1⅛ oz., BB shot, drop shot 1.35

3¼ drs. x Buck shot, drop shot 1.35

16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot..... 1.15

2¾ drs. x ⅞ oz., BB shot, drop shot 1.20

20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot..... 1.15

HIGH GRADE SMOKELESS—

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot..... 1.40

3⅛ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot..... 1.45

16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot 1.30

20 2¼ drs. x ¾ oz., chilled shot 1.25

2½ drs. x ⅞ oz., chilled shot 1.35

Trap Loads—

12 3 drs. x 1¼ oz., 7½ chilled 1.35

3⅛ drs. x 1¼ oz., 7½ chilled 1.40

Black Powder—Loads—

12 3¼ drs. x 1⅛ oz., drop shot 1.05

Caps and Primers—

Percussion	.30	....
Musket Caps	.25	....
Primers, 100 in box	.35	....
Primers, 250 in box	.80	....

Empty Paper Shells—Black Pow.—

12, 16, 20, Ga. per 100	...	1.50
10 Ga. per 100	...	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	...	1.80
10 Ga. per 100	...	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	...	2.30
10 Ga. per 100	...	2.40

Empty Brass Shells—

Best qual. 12, 16, 20 28, Box 25	...	2.75
2nd Qual. 12, 16, 20 28, box 25	...	2.10
Wads—		
Cardboard, box 250	...	.30
Black Edge, Reg., box 250	...	.50
Black Edge, ⅛ in., 125 in box	...	.40
Black Edge, ⅛ in., 250 in box	...	.30

ADZES (UNHANDLED)—Carpenter's, warranted $3.50, second grade $3.50; Railroad, warranted $3.75, second grade $3.75; ship, warranted $4.00, second grade, $4.00; Lipped Ship, warranted $5.00, second grade $3.75.

ALUMINUM WARE, CAST—

Bottles, Hot Water—	
Universal	3.50
Griddles—	
Size 7	3.75
Size 8	4.25
Size 9	4.75
Size 10	4.50
Size 12	5.00
Kettles, Berlin—	
2½ quarts	6.00
4 quarts	7.00
5 quarts	8.50
6 quarts	9.00
Kettles, Maslin—	
4 quarts	5.25
6 quarts	6.25
8 quarts	8.00
12 quarts	10.50
Kettles, Tea—	
Size 6	7.25
Size 7	8.00
Size 8	8.50
Pans, Lipped Sauce—	
2 quarts	4.50
3 quarts	5.25
4 quarts	6.00
Skillets—	
Size 6	3.75
Size 7	4.00
Size 8	4.50
Size 9	5.00
Spoons, Basting—	
15-inch	.30
Spoons, Mixing—	
13-inch, Slotted	.30
Waffle Moulds—	
Size 7, Low	5.00
Size 8, Low	5.75
Size 7, Deep	5.75
Size 8, Deep	6.00

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25.

ANVILS—Vulcan No. 2, 20-lb., $8.50; No. 3, 30 lb., $9.50; No. 4, 40-lb., $11.50; No. 5, 50-lb., $13.00.. No. 6, 60-lb., $14.50; No. 7, 70-lb., $16.00; No. 8, 80-lb., $17.50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35½c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

AUGERS—Greenlee Carpenters' Nut, No. 57.

Size	½	⅝	¾	⅞	1	1¼
Each	$1.25	$1.25	$1.40	$1.65	$1.90	$2.40
Size		1½	1¾	2	2½	3
Each		$3.00	$3.65	$4.00	$6.50	$11.50
16ths	8-10	11-12	13	14	15	16
60 each	$1.65	$1.80	$1.95	$1.95	$2.20	$2.20
62 each	2.00	2.15	2.35	2.35	2.60	2.60
16ths	17	18	19	20	21	22
60 each	$2.40	$2.40	$2.70	$2.70	$3.00	$3.00
16ths	23	24	25	26	27	28
60 each	$3.45	$3.45	$4.05	$4.05	$4.80	$4.80
62 each	4.15	4.15	4.85	4.85	5.75	5.75
16ths	29	30	31	32		
60 each	$5.70	$5.70	$6.75	$6.75		
62 each	6.85	6.85	8.10	8.10		

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RETAIL SELLING PRICES—Continued.

L & G ENAMELED WARE

Biggins, Coffee
0 ..... 1.10
01 ..... 1.25
00 ..... 1.35
010 ..... 1.50
020 ..... 1.60
080 ..... 1.75
040 ..... 2.00
050 ..... 2.25

Boilers, Coffee
60 ..... 1.50
70 ..... 1.75
80 ..... 2.00
90 ..... 2.50
100 ..... 3.50

Boilers, Rice
14 ..... 1.25
16 ..... 1.35
18 ..... 1.60
20 ..... 1.85
22 ..... 2.00
24 ..... 2.35
26 ..... 2.75
28 ..... 3.15
36 ..... 4.00

Bowls, Wash
26 ..... .50
28 ..... .60
30 ..... .65
32 ..... .75
34 ..... .85
36 ..... .95

Buckets, Covered
21 ..... .55
21½ ..... .60
22 ..... .65
23 ..... .80
24 ..... .95
26 ..... 1.10
28 ..... 1.35
30 ..... 1.75
32 ..... 2.00
150 ..... .65
250 ..... .80
350 ..... .90
450 ..... 1.05
650 ..... 1.35
850 ..... 1.75
1050 ..... 2.00
1250 ..... 2.35

Buckets, Dinner
110 ..... 2.25
111 ..... 2.35
112 ..... 2.50
118 ..... 2.85
502 ..... 1.85
503 ..... 2.00

Chambers
1 ..... .65
1½ ..... .85
2 ..... 1.00
3 ..... 1.10

Chamber Covers
1C ..... .35
1½C ..... .40
2C ..... .45
3C ..... .50

Colanders
1 ..... .65
2 ..... .80
3 ..... 1.00
104 ..... .65
205 ..... .80
306 ..... .95
407 ..... 1.10

Cups
3 (Mug) ..... .25
6 ..... .35
8 ..... .25
9 ..... .25
10 ..... .25
10 M ..... .35
11 ..... .30
25 ..... .25
40 ..... .40
120 ..... .55

Cups and Saucers
20 ..... .45
400 ..... .55

Cuspidors
10 ..... .65
20 ..... .75
30 ..... .90
100 ..... 1.75
200 ..... 1.20
240 ..... 1.65
300 ..... 1.50

Dippers, Cup
10 ..... .40
11 ..... .45

Dippers, Windsor
110 ..... .45
112 ..... .50
114 ..... .55

Dippers, Suds
2 ..... .55
4 ..... .75

Dishes, Soap
50 ..... .40
60 ..... .40

Fillers, Fruit Jar
20 ..... .35

Flasks, Coffee
10 ..... .65

Funnels, Pieced
01 ..... .40
02 ..... .45
03 ..... .50
04 ..... .55
05 ..... .75
06 ..... .90

Kettles, Convex
02 ..... .75
03 ..... .85
04 ..... 1.00
05 ..... 1.10
06 ..... 1.15
08 ..... 1.50
010 ..... 1.85
012 ..... 2.10
212 ..... 1.40
214 ..... 1.65
216 ..... 2.00
218 ..... 2.35
220 ..... 2.75
222 ..... 3.40

Kettles, Lipped Preserving
14 ..... .45
16 ..... .50
18 ..... .55
20 ..... .65
22 ..... .75
24 ..... .85
26 ..... .90
28 ..... 1.05
30 ..... 1.25
32 ..... 1.40
36 ..... 1.85
40 ..... 2.75
50 ..... 4.00

Kettles, Milk
71 ..... .65
72 ..... .85
73 ..... 1.00
74 ..... 1.25

Kettles, Tea
30 ..... 1.05
40 ..... 1.15
50 ..... 1.35
60 ..... 1.50
70 ..... 1.65
80 ..... 2.00
90 ..... 2.25

Ladles, Deep
100 ..... .35
110 ..... .40
120 ..... .45
101 ..... .40
111 ..... .40
121 ..... .45

Measures
01 ..... .35
02 ..... .40
03 ..... .50
04 ..... .65
05 ..... .90
06 ..... 1.25
11 Graduated.. .65

Pails, Chamber
1 ..... 1.85
2 ..... 2.00
3 ..... 2.35
4 ..... 2.75

Pails, Water
110 ..... 1.60
112 ..... 1.85
114 ..... 2.10

Pans, Bed
1 ..... 4.00

Pans, Douche
2 ..... 2.75

Pans, Bread
11 ..... .50
12 ..... .60
13 ..... .75

Pans, Cake
9 ..... .45
10 ..... .40
69 ..... .40
70 ..... .45
200 ..... .50

Pans, Corn Cake
706 ..... .75
709 ..... 1.00
712 ..... 1.15

Pans, Muffin
406 ..... .65
409 ..... 1.05
412 ..... 1.00

Pans, Deep Pudding
50 ..... .30
100 ..... .35
150 ..... .40
200 ..... .45
300 ..... .50
400 ..... .55
500 ..... .65
600 ..... .75
800 ..... .85
1000 ..... .95

Pans, Dish
15 ..... 2.00
80 ..... 1.25
100 ..... 1.40
140 ..... 1.60
170 ..... 1.85
210 ..... 2.10
300 ..... 3.15
400 ..... 4.75

Pans, Rinsing
08 ..... 1.15
101 ..... 1.25
014 ..... 1.50
017 ..... 1.75

Pans, Lipped Fry
30 ..... .45
31 ..... .50
32 ..... .55
33 ..... .60
34 ..... .65
35 ..... .80
36 ..... .90

Pans, Milk
00 ..... .25
0 ..... .30
11 ..... .35
15 ..... .40
20 ..... .45
30 ..... .50
40 ..... .55
50 ..... .65
60 ..... .75
80 ..... .85
100 ..... .95
120. ..... 1.05

Pans, Convex Sauce
02 ..... .75
03 ..... .85
04 ..... 1.00
05 ..... 1.10
06 ..... 1.25
08 ..... 1.50
010. ..... 1.85
012 ..... 2.25

Pans, Combination Sauce
1 D..... 2.00
10 T..... 3.00

Pans, Lipped Sauce
10 ..... .40
12 ..... .45
14 ..... .50
16 ..... .55
18 ..... .60
20 ..... .65
22 ..... .75
24 ..... .85
26 ..... .90
28 ..... 1.05
30 ..... 1.25

Pans, Straight Sauce
150 ..... .65
250 ..... .80
350 ..... .90
450 ..... 1.00
650 ..... 1.40

Pans, Stew
3 ..... .45
4 ..... .50
5 ..... .55
6 ..... .65
16 ..... .50
18 ..... .60
20 ..... .65
22 ..... .75
24 ..... .80

Pans, Oblong Stove
04 ..... .50
100 ..... .60
200 ..... .65
300 ..... .90
325 ..... 1.00
350 ..... 1.05
400 ..... 1.25
425 ..... 1.40
475 ..... 1.50
550 ..... 2.00

Pans, Square Stove
110 ..... .85
111 ..... .90
112 ..... 1.05
113 ..... 1.15
114 ..... 1.35
115 ..... 1.50
116 ..... 1.65
118 ..... 1.85
120 ..... 2.00

Pitchers, Molasses
601 ..... .80

Pitchers, Water
2 ..... 1.25
3 ..... 1.40
4 ..... 1.55

Plates, Deep Pie
39 ..... .40
40 ..... .45

Plates, Shallow Pie
27 ..... .30
28 ..... .35
29 ..... .40
30 ..... .45

Plates, Dinner
19 ..... .40
20 ..... .45

Pots, Fireless Cooker
1450 ..... 2.10
1650 ..... 2.60
1850 ..... 3.00

Pots, Coffee
2½ ..... .65
3 ..... .70
5 ..... .85
15 ..... .90
25 ..... 1.00
35 ..... 1.10
45 ..... 1.25
55 ..... 1.40

Pots, Tea
00 ..... .70
01 ..... .75
0 ..... .85
10 ..... .95
20 ..... 1.05
30 ..... 1.15
40 ..... 1.30

Pots, Straight Sauce
018 ..... .95
020 ..... 1.10
022 ..... 1.35
024 ..... 1.65
026 ..... 2.00
028 ..... 2.75
030 ..... 3.00
032 ..... 3.25

Pots, Soup Stock
318 ..... 12.00
324 ..... 15.00
336 ..... 18.00
212 ..... 6.00
218 ..... 8.00
224 ..... 10.00
236 ..... 12.50

Roasters
150 ..... 3.50
180 ..... 4.25

Skimmers, Flat
10 ..... .35
12 ..... .40

Spoons, Basting
10 ..... .25
12 ..... .30
14 ..... .30
16 ..... .35
18 ..... .40

Steamers
7 ..... 1.60
8 ..... 1.85

Steepers, Tea
2 ..... .65
3 ..... .75

Tube, Oval Foot
0 ..... 1.60
1 ..... 1.85
2 ..... 2.25
3 ..... 2.75
4 ..... 3.25

Turners, Cake
13 ..... .25
14 ..... .30

ASBESTOS—
Mill board, 30c lb.; Cut, 35c lb.
Paper, 30c lb.; Cut, 35c lb.
Wicking, ½-lb. balls. 65c each.
Wicking, 1-lb. lots, $1.25.
Cement, per sack, $7.25; per lb, 10c.
62 each 2.90 2.90 3.25 3.25 3.60 3.60

AXES—Boys' Handled: Warranted $2.50; second grade $2.00; Plumbs' Hunter's, handled, 12-oz., $1.50; 1-lb., $1.50; 1½-lb. $1.65. Boy Scout, handled, with sheath, $1.85; without sheath, $1.50. Sheath, 55c each. Double Bit, handled $3.50; unhandled $2.75. Single Bit, handled, warranted $3.00; second grade $2.50.

BAGS—WATER—
½ gallon..... .100
1 gallon..... 1.50
2½ gallon..... 2.00
5 gallon..... 3.75
Faucet, 3½ gallon.... 3.50
Faucet, 5 gallon..... 4.25
Filter, 6 gallon..... 5.25

BABBITT—Frictionless, 45c lb.; Magnolia, 50c lb.; No. 4, 20c lb.; No. 2, 22c lb.; No. 1, 25c lb.; No. A (genuine), $1.80 lb.; Challenge, $1.00 lb.; Special Motor, 90c lb.; Excelsior, 28c lb.; Acme, 70c lb.; XXXX Nickeled, $1.15 lb.

BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ⅝ x 24, 85c each; Goose Neck No. 3662, ⅝x24, $1.00 each; Straight Chisel No. 14, ⅝x15, 85c.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S, 50c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, $3.25 each; No. 1662, $3.75 each. Ever Ready, same price as Columbia.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1.25; Gong, gold bronzed steel, 85c. Gong, polished bell metal, 5-inch $2.10 each, 6-inch $2.85, 7-inch $4.25, 8-inch $5.75, 10-inch $10.50.

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RETAIL SELLING PRICES—Continued.

12-inch $18.50. Rotary door, bronze, 75c each; steel 75c, iron 65c, copper 75c.

BELLS—Farm—(100 lb.), $12.50.

BELLS—Kentucky Cow—No. 0, $1.25; No. 1 $1; No. 2, 85c; No. 3, 65c; No. 4, 55c; No. 5, 45c; No. 6, 40c; No. 7, 35c

BELLS—Electric—2½-inch, Eclipse Iron Box, 85c each; 3-in. Nonpariel, $1.00.

$1.35. No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in., $1.00.

BELL STRAPS—Cow—1¼ lb., $1.00; 1½ lb., $1.15; 1¾ lb., $1.25.

BEVELS—Sliding T—No. 18, 6-in., $1.10; 8-in., $1.35; 10-in., $1.50. No. 25: 6-in., 70c; 8-in., 75c; 10-in., 85c; 12-in., 90c. No. 1—Odd Jobs, $1.00.

BIBBS—Compression—

	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	1.25	1.65	2.15	...
Finished brass	1.50	1.95	2.55	4.65
Nickel plated	1.75	2.15	2.85	5.00
Hose—Rough brass	1.30	1.80	2.40	4.25
Finished brass	1.75	2.15	2.75	5.10
Nickel plated	2.00	2.40	3.00	...

BITS—Auger—

16ths	R. J.*	Irwin	Irwin Car	Common	Greenlee
3	$ .65	$ .50	$1.00	$ .30	.....
4	.60	.45	1.00	.30	.....
5	.60	.45	1.00	.30	$1.35
6	.65	.50	1.00	.35	1.40
7	.65	.50	1.00	.35	1.45
8	.70	.55	1.00	.35	1.50
9	.70	.55	1.10	.40	1.50
10	.75	.60	1.15	.40	1.65
11	.80	.60	1.25	.45	1.80
12	.85	.65	1.35	.45	1.90
13	.90	.70	1.50	.55	1.95
14	.95	.75	1.65	.55	2.35
15	1.05	.80	1.75	.65	2.45
16	1.10	.85	2.00	.70	....
17	1.25	.90	....	.75	....
18	1.30	.95	....	.80	....
20	1.40	1.15	....	.85	....
22	1.50	1.30	....	.95	....
24	1.70	1.40	....	1.10	....

Bits in sets, common, 6 bits, $3.00; 8 bits, $4.00; 13 bits, $6.50. R. J., 13 bits, $10.50. Irwin pat., 13 bits, $8.00 Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clark's, small, $1.50; large $2.25. Steers, small, $2.75; large, $3.25.

Expansive—Clark's, small, $1.75; large $2.75. Steers, 45c; 4, 50c. Steers, No. 1, 40c; 2, 60c; 3, 50c; 4, 65c; 5, $1.25.

BLOCKS—Tackle—

Steel—

Single—Plain Bushed—

Size	Each
3-inch	.85
4-inch	1.00
5-inch	1.10
6-inch	1.80
8-inch	2.50
10-inch	4.25

Double—Plain Bushed—

3-inch	1.50
4-inch	1 90
5-inch	2.10
6-inch	2.40
8-inch	4.85
10-inch	7.00

Triple—Plain Bushed—

3-inch	2.10
4-inch	2 60
5-inch	2.75
6-inch	3.50
8-inch	6.50
10-inch	9.50

Single—Roller Bushed—

4-inch	2.25
6-inch	3 00
8-inch	5.25
10-inch	8.50

Double—Roller Bushed—

4-inch	4.50
6-inch	5.50
8-inch	9.75
10-inch	14.50

Triple—Roller Bushed—

4-inch	6 25
6-inch	7.57
8-inch	13.75

Wood—

6-inch	3.50
8-inch	5.75
10-inch	8.50

Triple—Roller Bushed—

4-inch	3.75
5 inch	4 25
6-inch	5.25

Steel—

10-inch	19.50

Snatch—Plain Bushed—

6-inch	4.50
8-inch	6.75
10-inch	10.00

Snatch—Roller Bushed—

6-inch	7.50
8-inch	10.75
10-inch	16.00

Wood—

Single—Plain Bushed—

Size	Each
3-inch	.85
4-inch	1.00
5-inch	1.10
6-inch	1.80
8-inch	2 25
10-inch	3.85

Double—Plain Bushed—

3-inch	1.50
4-inch	1.90
5-inch	2 10
6-inch	2.40
8-inch	4.00
10-inch	6.25

Single—Roller Bushed—

3 inch	1.80
4-inch	1.40
5-inch	1.50
6-inch	1.75
8-inch	3.15
10-inch	4.85

Double—Roller Bushed—

3-inch	2 40
4-inch	2 75
5-inch	2.85

8-inch	8.50
10-inch	11.00

Snatch—Roller Bushed—

6-inch	4 75
8-inch	7.00
10-inch	11.00
12-inch	15.00

BLOWERS—With Tuyere Irons—No. 400 Champion, $37.50; No. 10 Lancaster, $25.00; Royal, $40.00

BLOWERS—Buffalo—No. 300 (with Tuyere irons), $35.00; No. 200 (with Tuyere irons), $24.00; No. 2E Variable Speed, $41.00

BOARDS, IRONING—With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15", no sleeve board, $3.50; No. 20 Springer, 54x18", no sleeve board, $3.25; No. 40 Springer, 50x12", no sleeve board, $3.00.

Without Table (skirt Boards)—4-foot, $1.00 each; 5-foot, $1.25; 5½-foot, $1.50; 6-foot, $1.75.

BOARDS, STOVE—Wood Lined—Size 24x24, $1.90 each; 24x36, $2.65; 26x26, $2.25; 26x32, $2.65; 28x28, $2.65; 28x34, $3.00; 30x30, $3.00; 30x38, $3.50; 33x33, $3.50; 32x42, $4.00; 36x36, $4.00.

Paper Lined—Size 18x18, $1.05 each; 24x24, $1.15; 26x26, $1.25; 28x28, $1.40; 30x30, $1.65; 32x32, $2.00; 26x30, $1.65; 28x32, $1.85; 30x36, $2.25.

BOARDS, WASH—Brass, King, 85c each; Toy, Zinc, 25c; Single Zinc, Invincible, 45c; Double Zinc, Checkmate, 80c; Glass, 75c; Blue Enamel, 90c; Single Zinc, Pioneer, 55c; Single Zinc, Model Globe, 60c.

BOLTS—Common Carriage—

	3-16 & ¼-in.		5-16 in.		⅜-in.		½-in.	
Size—	Doz.	100	Doz.	100	Doz.	100	Doz.	100
1½	.20	1.20	.30	1.70	.35	2.30	.70	4.40
2	.20	1.35	.30	1.85	.40	2.45	.70	4.40
2½	.25	1.45	.35	2.00	.45	2.65	.70	4.40
3	.25	1.55	.35	2.10	.45	2.85	.75	4.75
3½	.30	1.70	.35	2.25	.50	3.05	.80	5.15
4	.30	1.80	.40	2.40	.50	3.25	.90	5.55
4½	.30	1.95	.40	2.55	.55	3.40	.95	5.85
5	.35	2.05	.45	2.70	.60	3.65	1.00	6.25
5½	.35	2.15	.45	2.80	.60	3.85	1.05	6.65
6	.40	2.30	.50	3.00	.65	4.00	1.15	7.05
6½	.45	2.70	.55	3.50	.75	4.75	1.20	7.40
7	.45	2.85	.60	3.65	.80	4.90	1.25	7.75
8	.50	3.10	.65	3.95	.85	5.40	1.35	8.55
9	...	...	.70	4.30	.95	5.80	1.50	9.30
10	...	...	.75	4.65	1.00	6.25	1.60	10.00
11	...	...	.80	4.95	1.05	6.65	1.75	10.80
12	...	...	.85	5.30	1.15	7.10	1.85	11.50

BOLTS—Stove—

	5/32"		3/16"		¼"		5/16"	
Size—	Doz.	100	Doz.	100	Doz.	100	Doz.	100
⅜"	.10	.50	.10	.50	...	...	...	...
½"	.10	.50	.10	.50	.10	.75	...	...
⅝"	.10	.50	.10	.50	.10	.75	...	...
¾"	.10	.50	.10	.50	.10	.75	.15	1.00
⅞"	.10	.55	.10	.55	.10	.80	.15	1.10
1"	.10	.55	.10	.55	.10	.80	.15	1.15
1¼"	.10	.60	.10	.60	.15	.85	.15	1.20
1½"	.10	.65	.10	.65	.15	.90	.15	1.25
1¾"	.10	.70	.10	.70	.15	.95	.20	1.30
2"	.10	.75	.10	.75	.15	1.00	.20	1.40
2¼"	...	...	.10	.80	.15	1.05	.20	1.45
2½"	...	...	.15	.85	.15	1.10	.25	1.50
3"	...	...	.15	.90	.20	1.20	.25	1.60
3½"	...	...	.15	1.00	.20	1.30	.30	1.80
4"	...	...	.15	1.15	.25	1.45	.30	2.00

Machine, Square Head and Nut—

	¼-in.		5-16-in.		⅜-in.		7-16-in.	
Size—	Doz.	100	Doz.	100	Doz.	100	Doz.	100
1-1½	.30	1.75	.35	2.10	.40	2.55	.55	3.60
2	.30	1.85	.35	2.25	.45	2.70	.60	3.85
2½	.30	1.95	.35	2.35	.45	2.85	.65	4.20
3	.35	2.05	.40	2.45	.50	3.05	.70	4.45
3½	.35	2.15	.40	2.60	.50	3.20	.75	4.60
4	.35	2.20	.45	2.75	.55	3.35	.80	4.85
4½	.45	2.75	.55	3.45	.65	4.25	.85	5.10
5	.45	2.85	.55	3.60	.70	4.50	.90	5.35
5½	.50	3.05	.60	3.75	.75	4.60	.95	5.60
6	.50	3.20	.65	3.95	.80	4.90	1.00	5.85
6½	.55	3.30	.65	4.10	.85	5.10	1.05	6.15
7	...	...	.70	4.25	.90	5.25	1.10	6.40
8	...	...	.75	4.50	.95	5.75	1.15	6.90
9	...	...	.80	4.85	1.00	6.15	1.20	7.40
10	...	...	...	...	1.05	6.55	...	...
11	...	...	...	...	1.10	6.95	...	...
12	...	...	...	...	1.15	7.30	...	...

	½-in		⅝-in.		¾-in.	
Size—	Doz.	100	Doz.	100	Doz.	100
1-1½	.75	4.60	1.05	6.55	1.55	9.80
2	.80	4.90	1.15	7.15	1.70	10.50
2½	.85	5.25	1.20	7.60	1.80	11.25
3	.90	5.60	1.30	8.05	1.90	11.90
3½	.95	5.90	1.35	8.55	2.00	12.65
4	1.00	6.25	1.45	9.05	2.15	13.35
4½	1.05	6.55	1.55	9.55	2.25	14.00
5	1.10	6.90	1.60	10.00	2.35	14.75
5½	1.15	7.25	1.70	10.50	2.50	15.45
6	1.20	7.55	1.75	11.00	2.60	16.15
6½	1.25	7.90	1.85	11.50	2.70	16.85
7	1.30	8.20	1.95	12.00	2.80	17.55
8	1.40	8.90	2.10	13.00	3.00	18.95
9	1.55	9.55	2.25	14.00	3.25	20.35
10	1.65	10.20	2.40	14.85	3.50	21.75
11	1.75	10.90	2.55	15.85	3.70	23.15
12	1.85	11.50	2.70	16.80	3.95	24.55
13	1.95	12.25	2.85	17.75	4.15	25.95
14	2.05	12.85	3.00	18.75	4.40	27.35
15	2.15	13.50	3.15	19.70	4.60	28.75
16	2.30	14.35	3.30	20.70	4.85	30.15
17	2.40	14.85	3.45	21.65	5.05	31.55
18	2.50	15.55	3.60	22.60	5.25	32.95
19	2.60	16.20	3.80	23.60	5.50	34.35
20	2.70	16.85	3.95	24.55	5.75	35.75
21	2.80	17.55	4.10	25.55	5.95	37.10
22	2.90	18.20	4.25	26.50	6.15	38.50

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RETAIL SELLING PRICES—Continued.

BOLTS—Machine—Continued.

23	3.00	18.85	4.40	27.50	6.40	39.90
24	3.15	19.50	4.55	28.45	6.60	41.30
25	3.25	20.20	4.70	29.45	6.85	42.75
26	3.35	20.85	4.85	30.40	7.05	44.15
27	3.45	21.50	5.00	31.35	7.30	45.55
28	3.55	22.20	5.15	32.35	7.50	47.00
29	3.65	22.85	5.30	33.30	7.75	48.40
30	3.80	23.50	5.50	34.25	7.95	49.80

BOLTS—Barrel—

Wrought Steel, Japanned—

2½-inch	.10
3-inch	.15
4-inch	.20
5-inch	.25
6-inch	.25

Extra Heavy Wrought Steel, Japanned—

4-inch	.20
5-inch	.25
6-inch	.30
8-inch	.45

Wrought Steel, Ant. Copper

2½-inch	.20
3-inch	.25
4-inch	.30
5-inch	.30
6-inch	.35

Cast Iron, Japanned—

3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25
8-inch	.35

Chain—

Cast Iron, Japanned—

6-inch	.40
8-inch	.50
10-inch	.70

Cast Iron, Amber or Bronzed—

4-inch	.30
6-inch	.45
8-inch	.55

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.60
6-inch	.75
8-inch	.85

Cast Iron, Ant. Brass or Imt. Barff—

4-inch	.60
6-inch	.80
8-inch	.90

Cupboard, Japanned—

3-inch	.55
6-inch	.75
10-inch	1.00

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

Flush—Angle—All Finishes, Cast Bronze—

2-inch	.30
3-inch	.30
4-inch	.35
6-inch	.50

Lever—Cast Bronze, All Finishes—

3½-inch	.85
5-inch	1.05

T Head—Wrought Bronze, All Finishes—

3-inch	.25
4-inch	.30
5-inch	.35
6-inch	.45

Cast Bronze, All Finishes—

3-inch	.35
4-inch	.45
5-inch	.60

Foot—

Cast Iron, Japanned—

6-inch	.35
8-inch	.45
10-inch	.65

Amber or Bronzed—

6-inch	.40
8-inch	.50

Other Finishes—

4-inch	.60
6-inch	.70
8-inch	.80

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.50
6-inch	.75
10-inch	1.75

Cupboard, Copper or Bronze—

3-inch	.65
6-inch	.85

BOTTLES—Vacuum—

Thermos—

10	2.25
10Q	3.50
11	2.50
11Q	4.00
14	2.75
14Q	4.25
15⅛	3.25
15	3.50
15Q	5.25
6	3.75
6Q	5.75

Universal—

21	2.65
22	4.25
61	2.35
62	3.75
71	3.00
72	4.65
91	3.75
92	5.50
81	4.00
82	6.00
592	6.50

Ferrostat—

504R	10.00
505R 2-qt	14.50
505N	14.50

BOXES—Mitre—

Goodell—	Each
285	20.00
305	21.00
306	23.00
Stanley—	9.50
50½	11.00
246	23.50
358	26.75
460	32.00
Acme—	
72	23.50
73	21.50
74	26.00
75	24.00
New Langdon Imp—	
72	21.75
73	22.50
74	25.00
75	25.75
Stearn's Perfection—	
20	3.75

FILLERS—Thermos and Universal—

½ Pint	1.75
1 Pint	2.00
1 Quart	3.25

LUNCH KITS—

Thermos—

391 and 395	3.75
392 and 396	4.00
393 and 397	4.25
394 and 398	5.00

Universal—

310	4.00
410	4.35
120	4.85
320	4.50
4070	5.75

Thermos—Food Jars.		Fillers
600	3.75	1.85
601	4.25	2.10
602	6.25	3.25
Thermos—	Jugs.	Fillers
556	8.25	3.60
557	8.50	4.75

Thermos—Cases—

104	5.00
104Q	6.50
114	6.75
114Q	10.00
130	9.00
130Q	11.00

BRACES—

P. S. & W., price each—No. 508, $1.05; 510, $1.10; 3306, $2.00; 3310, $2.15; 3708, $3.00; 3710, $3.10; 3712, $3.25; 4608, $3.50; 4610, $3.75; 4612, $4.00; 5008, $4.50; 5010, $4.75; 5012, $5.00; 5014, $5.25; 7008, 54.75; 7010, $4.85; 7012, $5.00; 8208, $6.00; 8210, $6.50; 8212, $6.75.

Stanley Ratchet—8-inch, $5.00 each; 10-inch, $5.25; 12-inch, $5.50; 14-inch, $5.75.

Millers-Falls Holdall—No. 733, $5.00 each; 732, $5.25; 731, $5.50; 730, $5.75.

Stanley Corner—No. 992, 8-inch, $7.25; 10-inch, $8.00. No. 982, $4.50.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	$ .15	3x 4	.35
4x 5	.15	4x 5	.40
5x 7	.25	5x 7	.50
6x 8	.30	6x 8	.65
7x 9	.35	7x 9	.80
8x10	.40	8x10	.90
10x12	.55	10x12	1.15
12x14	.85	12x14	1.35

BRADS—Wire—

	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.30	.25	.15
¾ to 1½-inch	.25	.20	.15
1¼ to 2-inch	.20	.20	.15

BRASS—Sheet—Soft, per lb., 70c; Half Hard, 75c; Sign, 75c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.00 each; No. 44, $3.25 each

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-15 in., $1.40 each; second grade, 14½ in., $1.25; third grade, 14 in., $1.00; common, 75c; Warehouse, $1.20; Railroad or Smelter, $1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 25c; 2 sew, 35c.

Push or Street

Bassine, 14-in.	1.25	Rattan, 6 rows, 12-in.	1.50
Bassine, 16-in.	1.35	Rattan, 6 rows, 14 in.	1.60
Steel Wire, 12-in.	1.00	Rattan, 6 rows, 16 in.	1.75
Steel Wire, 14 in.	1.15	Rattan, 8 rows, 14 in.	1.25
Steel Wire, 16-in.	1.35	Rattan, 4 rows, 14 in.	1.40
Steel Wire, 18-in.	2.00	Rattan, 16 in.	1.75

BRUSHES—

Casting—

Oblong	.60
Round	.80

Counter—

Dusting, com.	.85
Extra quality	1.10
White bristles	1.75

Floor—

Fibre, 12-inch	.90
Fibre, 14-inch	1.05
Fibre, 16-inch	1.15
Hair, 12-inch	1.50
Hair, 14-inch	1.70
Hair, 16-inch	2.00
Mixed, 12-inch	1.30
Mixed, 14-inch	1.45
Mixed, 16-inch	1.65
Bristles, 14-inch	4.00
Bristles, 16-inch	4.75
Bristles, 18-inch	6.00

Garage—

Fibre, 16-inch	2.00
Fibre, 18-inch	2.25
Fibre, 20-inch	2.50
Fibre, 24-inch	3.25

Gear—

Handles	.65
Hand or Nail	.10

Horse—

Rice-Root, 12½ lb.	.55
Rice-Root, 13 lb.	.95
Rice-Root, 13½ lb.	.90
Palmyra Fibre, 12½ lb.	.40
Palmyra Fibre, 13 lb.	.70
Mixed Fibre, 13 lb.	.65
Ox Fibre, 8½x9 in.	.35
Ox Fibre, 8½x10 in.	.50
Ox Fibre, 4¼x11½ in	.70

Kalsomine—

7-in., single	2.40
3x7½ in blocks	6.75

Marking—(Round)—

White bristles—

⅝-⅞ in.	.10
1-1¼ in.	.15

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	....	....	.65	....	.30
3-inch	....	1.40	.75	.55	.40
3½-inch	2.60	2.00	1.00	.75	.55
4-inch	3.25	2.50	1.45	1.00	.70
4½-inch	3.75	3.25	....	1.40	....

Roofing—Knotted—

3 knots 14-lb.	2.00
4 knots 18-lb.	2.25

Sash—Chisel Point—

½x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.30
1x2¼-in.	.40

Scrub—

Gray Tampico, 5-lb.	.25
Gray Tampico, 7-lb.	.30
Gray Tampico, 9-lb.	.35
Ox Fibre, 6-lb.	.25
Ox Fibre, 8-lb.	.35
Ox Fibre, 11-lb.	.40
White Tampico, 4-lb.	.20
White Tampico, 6-lb.	.25
White Tampico, 8-lb.	.35
White Tampico, 10-lb.	.35
White Tampico, 11-lb.	.40

Shoe—

Dauber, wood	.20
Dauber, iron	.30
Brush only, ⅝-in.	.25
Brush only 1¼-in.	.75
Combination	.25
Extra bristles	.50
Best 1¼-in. bristles	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shaving—Rubber set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	.90
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	2.75

Stencil—

1⅛-in., 2¼-lb.	.25
1¼-in., 3⅝-lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

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RETAIL SELLING PRICES—Continued.

BRUSHES—Continued—

Window—

Gray fibre	.75
Black horsehair	.90
Pope's Eye	1.05

Squeeges, 10-in.	.30
Squeeges, 12-in.	.35
Squeeges, 14-in.	.40
Squeeges, 16-in.	.50

BUCKETS—(See Galv. Ware)—

BUTTS—(See Hinges)—

CALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.

CANT HOOKS—	Maple Hdl.	Hickory Hdl.
2¼x4½	2.75	3.25
2½x4½	2.85	3.25

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425 4-ft. maple, $3.50.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $10.50 each; using wire cable or manila rope for steel, wood, cable track, $18.50; Sling, $19.00; Steel Hay Carrier Track, 30c foot; Steel Hay Carrier Hanging Hooks, 20c each; Rafter Brackets, 10c.

CATCHERS—GRASS—No. 9, all duck, $1.75; 10G, galv. bottom, $2.00; 11 all duck, $2.25; 12G galv. bottom, $2.50; RR1, $1.00; Eureka, 85c; 16G, $1.50; 5G, $1.75.

CESSPOOLS—BELL—	Hinge.	Loose.
2-inch 6x6 Bell	1.40	1.15
3-inch 9x9 Bell	2.00	1.80
4-inch 13x13 Bell	4.75	3.75

CHAINS—Tire.

Tire-Rid-O-Skid Size.	Pair
3 x28	3.50
3 x30	3.60
3 x32	3.70
3½x30	3.75
3½x32	3.95
3½x34	4.05
4 x31	4.15
4 x32	4.30
4 x33	4.40
4 x34	4.55
4 x35	4.65
4 x36	4.80
4½x34	4.75
4½x35	4.85
4½x36	5.20
4½x37	5.50
5 x37	6.50

Tire—Weeds' Size.	Pair
3 x28	4.75
3 x30	5.35
3 x32	5.90
3½x30	5.90
3½x32	6.50
3½x34	7.25
4 x31	7.25
4 x32	7.25
4 x33	7.75
4 x34	8.25
4 x35	8.75
4 x36	8.75
4 x37	9.50
4½x32	8.25
4½x33	8.60
4½x34	8.75
4½x35	9.50
4½x36	9.50
4½x37	10.25
5 x35	10.75
5 x36	10.75
5 x37	11.50
5½x36	14.50
5½x37	15.25
5½x38	16.50

CHAIN—New German Straight Link (Coil)—6-0, 15c ft; 5-0, 13c; 4-0, 12c; 3-0, 10c; 2-0, 10c; 0, 9c; 1, 8c; 2, 8c.

Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.

Passing Link (coil)—4-0, 13c ft.; 3-0, 11c ft.; 2-0, 10c ft.

Proof Straight Link (coil)—3-16 black, 30c lb.; ¼, 25c lb.; 5-16, 22c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 18c lb.; ⅝, 18c lb.; ¾, 18c lb.

Proof Twisted Link (coil)—3-16 black, 33c lb.; ¼, 28c lb.; 5-16, 24c lb.; ⅜, 23c lb.; 7-16, 22c lb.

B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 22c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.

Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 17c ft.; 2-0, 15c ft.; 0, 13c ft.

Jack: Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 7½c; No. 14, 7½c; No. 12, 10c; No. 10, 10c; No. 8, 12½c; No. 6, 18c.

Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 18c; No. 113, 20c; No. 112, 25c; No. 110, 40c.

Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 20c yd.; 1-N1, 25c yd.; 2-N2, 30c yd.; 3, 35c yd.

Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—12, 15c set; 100, 45c set.

CHALK—Carpenter's, per piece, 5c. School Crayon, small quantities, 1c each; dustless, 75c gross lots; common, 50c gross lots.

CHALK LINE—Yellow, 50-ft. hank, 20c; 100-ft. hank, 35c. Braided white, 20-ft. hanks, size 120, 10c each; 220, 10c; 320, 10c. 50-ft. balls, size 150. 20c each; 250, 20c each; 350, 20c each.

CHECKS—Door—All makes, Liquid Checks — A-11, $5.25; B-12, $7.00; C-13, $8.00; D-14, $10.00; E-15, $12.75. For hold open arm, add $1.00 each.

CLAMPS—Stearn's Special Joiners'—Opens 1 ft, pair $4.75; 1½ ft., $5.25; 2 ft., $5.50.

Carpenters'—Open 3 ft., $8.25 pair; 4 ft., $9.25; 5 ft., $10.00; 6 ft., $17.25; 8 ft., $22.

Carriage Makers'—Common, 2½ inch, 60c each; 3 inch, 70c; 4 inch, 95c; 5 inch, $1.25; 6 inch, $1.50; 7 inch, $1.90; 8 inch, $2.50; 10 inch, $2.65; 12 inch, $4.15. Stearns' Adjustable, 3 inch, 75c; 5 inch, $1.00; 7 inch, $1.65; 9 inch, $2.00; 12 inch, $2.75; 16 inch $3.50.

Quilt Frame—No. 1, 10c each; 3, 15c; 32, 10c; 33, 15c.

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	1.00	1.30	1.20	1.35
¼	1.05	1.35	1.25	1.35
⅜	1.10	1.40	1.30	1.35
½	1.15	1.45	1.35	1.40
⅝	1.20	1.50	1.40	1.50
¾	1.25	1.55	1.45	1.65
⅞	1.30	1.65	1.55	1.75
1	1.35	1.75	1.60	1.85
1¼	1.45	1.90	1.75	2.00
1½	1.50	2.00	1.85	2.25
1¾	1.65	2.15	1.95	2.50
2	1.80	2.30	2.10	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1⅛	...	.85
1¼	1.10	1.00
1⅜	...	1.25
1½	1.25	1.50
1¾	1.65	2.50
2	1.75	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
¼	.20	.35	.50	.50	.50
5-16	.20	.35	.50	.50	.55
⅜	.20	.35	.50	.55	.60
½	.25	.45	.65	.65	.75
⅝	.35	.50	.75	.70	.85
¾	.50	.65	.85	.90	1.00
⅞	.65	.90	...	...	1.25
1	.85	1.00	...	...	1.50

CHOPPERS—Meat and Food—

Enterprise No.	Each.
5	3.50
10	5.50
12	5.00
22	8.50
32	11.00
501	2.00
602	2.50
703	3.25

Universal	
0	$2.00
1	2.50
2	3.00
3	4.00
304	8.75

Russwin	
0 R	2.25
1 R	2.75
2 R	3.25
3 R	4.25

CHURNS—Barrel—Acme, No. 0, $7.50; 1, $8.50; 2, $9.25; 3, $10.50; 4, $13.50; 5, $15.00.

Improved Cylinder—No. 1, $5.00; 2, $6.00; 3, $7.00; 4, $8.00.

Sturges Steel— No. 1, $9.00; 2, $11.00; 3, $12.50.

Glass Family—Universal, No. 15, $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 40c each; 20, 65c; 30, 90c; 40, 1.15.

Dazey—Tin, No. 200, 2-ga., $4.75; 300, 3-gal., $6.00; 400, 4-gal., $7.25; 600, 6-gal., $9.50.

Dash—IX Tin, 2-gal., $2.00; 3-gal., $2.25; 4-gal., $2.50; 5-gal., $2.75; 6-gal., $3.00. Dash and handle, 20c extra.

CLEANERS—Window—

Rubber—				Wood Floor—	
10-inch	.40	16-inch	.60	14-inch	.60
12-inch	.50	18-inch	.70	16-inch	.75
14-inch	.55				

CLEVISES—Malleable, 22c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	4.25	No. 0	2.00
No. 1	5.50	No. 1	2.50
No. 2	7.75	No. 2	3.50
No. 3	10.00	No. 3	4.50
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS—(Alarm)—Ace, $3.75 each; America, $1.75; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $2.00; Iron Clad, $3.00; Lookout, $2.50; Prompter, $3.25; Simplex, $6.00; Sleepmeter 2, $3.00; Sleepmeter 3, $3.25; Startle, $3.50; Tattoo Jr., $4.25; Tattoo Int, $4.25.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, WIRE—

Hardware Galvanized Mesh.	Sq. ft.	Screen	Sq. ft.
1 inch	.16	12 M—Black	.04
¾ inch	.18	14 M—Black	.04½
⅝ inch	.18	16 M—Black	.05½
2 mesh	.09	14 M—Bronze	.16
3 mesh	.10	14 M—Galvanized	.05
4 mesh	.10	16 M—Galvanized	.05½
6 mesh	.11	14 M—Opal or Galv.	.05
8 mesh	.11	16 M—Opal or Galv.	.05½

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RETAIL SELLING PRICES—Continued.

COAL—Blacksmith—
Catch weight sacks, per 100 lbs..... $2.50

COAL CHUTES—Hercules—

No. 1, 16x18.....	13.00	No. 5, 20x24.....	17.50
No. 2, 18x20.....	15.00	No. 6, 16x18.....	14.50
No. 3, 20x24.....	20.00	No. 7, 20x24.....	17.50
No. 4, 16x18.....	11.00	No. 8, 18x24.....	28.00

COCKS—

No.		Each	No.		Each
Ball 660—	½-inch...	1.25	Floats 395—	5-inch...	.75
	⅝-inch...	1.50		6-inch...	1.00
	¾-inch...	1.85		7-inch...	1.75
	1 -inch...	3.00		8-inch...	2.50
	1¼-inch...	4.75		10-inch...	5.00
1285	½-inch...	2.50	Gas Hose—	⅜-inch...	.30
	⅝-inch...	2.65		½-inch...	.35
	¾-inch...	3.25		¾-inch...	.50
	1 -inch...	5.50			
	1¼-inch...	8.00			

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	⅝"	1"	1¼"	1½"	2"
Each	.80	.85	.95	1.10	1.85	2.90	4.00	7.00

COPPER—Sheet, 70c lb.; Bars, round, 75c lb.; Tubing, 85c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.	Each		
8½ inch.....	2.85	5 pints	2.50
9½ inch.....	3.00	6 pints	2.75
10½ inch.....	3.35	Tea Pots.	Each
Coffee Pots.	Each	2 pints	1.75
3 pints	2.00	3 pints	2.00
4 pints	2.25	4 pints	2.25
		5 pints	2.50

COPPERS, SOLDERING—Family—

1	1.65
2	1.50
Tinners—	
½ pound, per pair.....	.25
1 pound, per pair.....	.40
1½ pound, per pair.....	.60
2 pound, per pair.....	.80
3 to 14 pounds.....	.75

CORD—(Sash)—Samson Spot Braided. Common, $1.15 per lb.; Silver Lake, $1.65 per lb.; Waterproof-coil, $1.85 per lb.; 3-16 inch, $2.75 per hank; 7-32 inch, $3.60 per hank; ¼ inch, $4.00 per hank; 5-16 inch, $6.50 per hank; ⅜ inch, $9.75 per hank.

CORD, TINNED PICTURE—
No. 0, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.

COTTERS—Hammer Lock or Regular Spring.

	1-16, 5-64, 3-32 in.		⅛ in.		5-32 in.	
Length	100	1000	100	1000	100	1000
½-inch.....	$ .20	$1.25	$ .30	$2.00	$ .35	$2.40
¾-inch.....	.25	1.40	.30	2.00	.40	3.00
1 -inch.....	.25	1.65	.35	2.25	.45	3.25
1¼-inch.....	.25	1.80	.40	2.55	.50	3.50
1½-inch.....	.30	2.05	.45	2.85	.60	4.00
2 -inch.....	.35	2.50	.50	3.40	.70	4.75

	3-16 in.		¼ in.		5-16 in.	
½-inch.....	$ .50	$3.75	....	....	....	....
1 -inch.....	.60	4.25	$1.00	$6.75	$1.75	$11.00
1¼-inch.....	.70	5.00	1.10	8.00	2.00	14.50
1½-inch.....	.80	5.50	1.25	9.00	2.00	14.50
1¾-inch.....	.90	6.00	1.50	10.00	2.25	16.00
2 -inch.....	1.00	6.75	1.75	11.50	2.50	17.50
2½-inch.....	1.10	7.75	2.00	14.00	3.00	20.00

CRAYON—Lumber, 10c; Soapstone, 5c.

CUTTERS—Pipe—Barnes, No. 1, $3.40 each; 2, $4.50; 3, $7.50; 4, $15.00; 5, $22.50; 6, $30.
Saunders—No 1, $2.55 each; 2, $3.85; 3, $9.35; 4, $15.30.
Trimo—No. 1, $3.40 each; 2, $4.50; 3, $7.50.

DAMPERS—Stove Pipe—No. 3, 15c each; 4, 20c; 5, 20c; 6, 25c; 7, 35c; 8, 50c; 9, 65c; 10, 75c.

DIVIDERS—Wing, No. 1 and 0, 6-inch, 65c pair; 7-inch, 75c; 8-inch, 85c; 10-inch, $1.15. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14 inch, $2.50
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOLLIES—Timber—
No. 649, 6-inch .....$9.00 No. 650, 8-inch $12.50

DOORS—Ash Pit—

8x8	1.60	10x12	2.85
8x10	1.75	12x15	4.50

ASH TRAPS—Common, 7x9, 70c; Adams Double, 80c.

DOORS—Screen, Black—

Common, ⅞-inch,	2-6x6-6	2.75
Common, ⅞-inch,	2-8x6-8	2.85
Common, 1⅛-inch,	2 6x6-6	3.25
Common, 1⅛-inch,	2 6x6-8	3.50
Common, 1⅛-inch,	2-10x6-10	3.75
Common, 1⅛-inch,	3x7	4.00

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each	No.	Each
8	7.25	87	12.00
8½	9.50	97	13.00
9½	13.35	118	7.50
10½	23.60		
490½	17.80	Yankee—Millers Falls, Hand—	
1003	18.00	1	3.50
1005	21.50	2	5.00
11	22.00	2B	4.25
Goodell-Pratt Breast Drills—		3A	3.75
6	5.85	5	3.75
07	5.50	98	5.75
245	5.00	105	3.50
279	13.25	806	4.75
Millers Falls (Breast)—		843	3.00
12	6.75	1980	6.00
12 A	6.25		

Drill Presses—Millers Falls

20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—

No.	Each.		
4	3.10	445	5.50
4½	2.55	455	6.25
5½	5.00	545	9.25
5½B	5.00	550	9.00
49	2.00	555	10.00
52	2.75	1430	3.25
53	3.30	1445	5.50
54	3.65	1455	6.25
154	5.00	1530	4.75
259	6.00	1540	7.50
329	3.10	1545	9.25
385	7.25	1550	9.00
379	3.30	1555	10.00

Chain Drills—Goodell-Pratt

307	4.50	315	6.60
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	2.65	44	3.00
42	2.00	50	3.75

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	.95	305	.50
301	.95		

Yankee Drill Points
Set of 3, 75c; each 10c.

Bits, Wood (Syracuse Pattern)

Thirtyseconds—	Ea.		Ea.
2	.20	12	.45
3	.20	13	.50
4	.20	14	.50
5	.25	15	.55
6	.25	16	.60
7	.30	17	.65
8	.35	18	.70
9	.40	19	.75
10	.40	20	.80
11	.45	24	1.00

Bit Stock Twist Drills for metal or wood—

1-16	.15	15-32	.80
3-32	.20	½	.90
1/8	.23	17-32	1.00
5-32	.25	9-16	1.10
3-16	.30	19-32	1.20
7-32	.35	⅝	1.30
¼	.40	11-16	1.40
9-32	.45	¾	1.60
5-16	.55	13-16	1.80
11-32	.60	⅞	2.00
⅜	.65	15-16	2.20
13-32	.70	1	2.40
7-16	.75		

Straight Shank Carbon steel, Short Set—

1-32	.10	7-32	.20
3-64	.10	15-64	.25
1-16	.15	¼	.25
5-64	.15	9-32	.30
3-32	.15	5-16	.35
7-64	.15	11-32	.40
1/8	.15	¾	.45
9-64	.15	13-32	.50
5-32	.15	7-16	.60
11-64	.20	15-32	.70
3-16	.20	½	.80
13-64	.20		

Straight Shank, Wire Gauge Carbon Steel—

1 to 5.....	.25	36 to 40.....	.16
6 to 10.....	.22	41 to 45.....	.16
11 to 15.....	.20	46 to 50.....	.15
16 to 20.....	.18	51 to 55.....	.15
21 to 25.....	.17	56 to 60.....	.15
26 to 30.....	.16	61 to 80.....	.10
31 to 35.....	.16		

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RETAIL SELLING PRICES—Continued.

ELECTRIC APPLIANCES—

Universal Goods—

Dishes, Chafing—
E921 ..... 15.75
E940 ..... 21.50
E9850 ..... 18.50
Grills—
E982 ..... 10.50
E984 ..... 12.50
Heaters, Immersion—
E970 ..... 6.00
Irons, Curling—
E9901 ..... 6.50
E99011 ..... 7.25
Irons, Pressing—
E901 ..... 8.00
E902 ..... 7.00
E905 ..... 7.00
E9023 ..... 6.25
E9035 ..... 7.00
E9051 ..... 7.75
E9081 ..... 8.50
Irons, Waffle—
E930 ..... 16.50
Pads, Heating—
E9940 ..... 10.00
Percolators—
E9025 ..... 13.50
E9027 ..... 14.00
E9029 ..... 15.00
E9435 ..... 15.00
E9437 ..... 16.00
E9439 ..... 17.00
E9635 ..... 13.50
E9637 ..... 14.00
E9639 ..... 15.00
E9646 ..... 17.50
E9649 ..... 19.00
E9676 ..... 10.50
Ranges, Table—
E9841 ..... 18.50
Stoves—
E998 ..... 9.00
E1997 ..... 9.00
E9960 ..... 8.00
Toasters—
E945 ..... 7.25
E946 ..... 6.50
Urns, Coffee—
E916 ..... 18.50
E919 ..... 19.50
E9136 ..... 16.50
E9146 ..... 20.00
E9149 ..... 22.00
E9166 ..... 22.50
E9169 ..... 25.00
E9176 ..... 17.00
E9179 ..... 18.00
E9166044 ..... 41.75
E9169044 ..... 44.25

Hot Point Goods—
Chafing Dishes—No. 20501, $10.00 each; 20502, $16.00; 20503, $18.50.
Coffee Percolators — No. 20610, $10.00 each; 20611, $10.00; 20620, $12.50; 20621, $12.75; 20622, $15.75; 20650, $15.75; 20651, $19.50; 20652, $23.00.
Grills—No. 20101, $9.50 each; 20103, $11.50; 20104, $10.50.
Percolator Sets — No. 414S4, $40.75; 414S6, $32.75; 415S5, $39.25.
Curling Irons—No. 112L1, $7.00; 1121.2, $6.00.
Heaters—No. 30501, $20.00 each; 30502, $27.00; 30503, $36.25; 30603, $28.75; 30604, $40.25.
Heating Pads—No. 50142, $6.50 each; 50151, $9.00.
Immersion Heaters—No. 50201, $6.00 each; 50202, $7.00; 50203, $8.00.
Irons—No. 10715, $19.00 each; 10720, $20.50; 10725, 26.00; 11203, $5.75; 11205, $6.75; 11206, $6.75; 11807, $9.00; 11308, $9.00; 11310, $10.00; 11312, $15.00; 11315, $16.50; 20504, $3.00.
Ovenette—No. 40701, $5.00 each.
Stoves—No. 20301 $6.50 each; 20302, $7.00; 40101, $8.50; 40102, $10.25; 40103, $14.25; 40104, $16.50; 40105, $19.50; 40106, $7.25.
Toaster—No. 114T5, $6.75 each; 114T5½, $6.25; 115T1, $6.75.
Vacuum Cleaners—No. 60102, $37.50 each; 60103, $42.00.
Attachments, $10.00.

ELECTRICAL SUNDRIES—

	Each
Attachment Plugs, No. 903, Benjamin	.25
No. 500, Bryant	.20
Bells, 2½-inch Eclipse, Iron Box	.75
3-inch Eclipse, Iron Box	.85
Buzzers, Iron Box	.75
Watch Case	.75
	Pair
Cleats, 2 and 3 wire, unglazed	.06
	Each
Clusters, No. 92, Benjamin, 2-light	1.15
No. 93, Benjamin, 3-light	1.50
No. 94, Benjamin, 4-light	1.75
Porcelain Rings for Clusters	.10
	Foot
Cord, No. 18, Green and Yellow Twisted Lamp	.05
No. 18, Heater, Twisted	.08
	Each
Fuses, 6, 10, 15, 20, 25, 30 amp	.10
Globes, 6x3¼, R. I. Ball	.60
8x3¼ or 4, Ball	1.25
Knobs, No. 5½, solid	.03½
No. 5½, split	.05
Lamp Guards, Style A—16 C. P	.30
Style H—16 C. P	.35
Style H—32 C. P	.45
Loxon, 40 watt (guard only)	.65
Loxon, 60 watt (guard only)	.70
Key for Loxon Guards	.10
	Foot
Loom, 7-32 (250 feet in coil)	.09
¼ (250 feet in coil)	.10
	Each
Receptacles, No. 226, Porcelain Cleat	.25
No. 195, Freeman Key, brass	.65
No. 188, Freeman Key, brass	.75
Rosettes, No. 319, Cleat	.15
No. 333, Concealed	.25
Switches, No. 400, Common Snap	.45
No. 403, Indicating Snap	.50
No. 459, 3-way Snap	.85
No. 4401, Single Pole Push	.60
No. 4403, 3-way Push	.75
No. 707, Single Pole, 1-way Baby Knife	.35
No. 708, Single Pole, 2-way Baby Knife	.60
No. 709, Double Pole, 1-way Baby Knife	.65
No. 710, Double Pole, 2-way Baby Knife	.80
Sockets, ⅛-inch and Pendant Cap Key BB	.45
Pull Chain	.85
Shades, 8-inch Tin Cone	.55
10-inch Tin Cone	.60
8-inch Flat Tin	.50
10-inch Flat Tin	.75
Shade Holders, 2¼-inch P. & A., BB	.15
3¼-inch P. & A., BB	.25
Tubes, Porcelain, 5-16x3	.02½
5-16x4	.04½
5-16x5	.06
5-16x6	.07
	Lb.
Tape, Durafix Friction, ½-lb. rolls	.80
Sticktite Friction, ½-lb. rolls	.80
Paraweld Rubber, ½-lb. rolls	.80
	Foot
Wire, No. 10, S. B. Solid R. C	.05½
No. 12, S. B., Solid R. C	.03½
No. 14, S. B., Solid R. C	.03
	Lb.
No. 18, Single Bell	.90
No. 20, Twisted Bell	.90
	100 Feet
No. 18, Black R. C. Fixture	1.25

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 25c; Sash, common brass plated, 15c, two for 25c.

FAUCETS—Cork Lined—
7-inch each ..... $ .15
8-inch, each ..... $ .20
9-inch, each ..... .25

FELT—Deadening—¾-lb. size, roll $3.50; 1-lb., $4.50; 1½-lb., $6.50; 2-lb., $8.00.

FIBRE WARE—

	Each		
Funnels—		2 quart	2.00
1 quart	1.25	½-gallon	2.25
2 quart	1.60	1 gallon	2.75
Keelers—		Pails—	
45 lbs.	1.50	12 quarts	1.50
60 lbs.	1.75	Spittoons—	
80 lbs.	2.25	4x9-inch	2.00
95 lbs.	3.00	5x11-inch	2.75
Lunch Boxes—		6x13-inch	2.75
Small	.25	Tubs, Oval—	
Larger	.30	18-inch diameter	4.00
Largest	.35	19-inch diameter	4.65
Folding	.40	20-inch diameter	5.25
Measures—		23-inch diameter	6.75
1 pint	1.50		

FIGURES AND LETTERS (STEEL)—

Figures.	Set	Each	Letters	Set	Each
⅛ inch	1.15	.20	⅛ inch	3.50	.20
3-16 inch	1.45	.25	3-16 inch	4.25	.25
¼ inch	1.85	.30	¼ inch	5.75	.30
5-16 inch	2.40	.35	5-16 inch	7.00	.35
⅜ inch	3.00	.45	⅜ inch	8.75	.45
½ inch	4.50	.60	½ inch	13.25	.60
⅝ inch	19.25	...			
¾ inch	29.00	...			

FILES—Band saw, slim, 4 inches long, 20c each; 5, 20c; 6, 25c; 8, 35c; 10, 50c. Knife, bastard, 4, 35c; 5, 40c; 6, 45c; 8, 55c; 10, 65c. Regular Taper, 3-8½, 15c; 4, 15c; 4½, 15c; 5, 20c; 5½, 20c; 6, 25c; 8, 35c; 10, 55c. Slim Taper, 3-8½, 15c; 4, 15c; 4½, 15c; 5, 20c; 5½, 20c; 6, 25c; 8, 30c; 10, 40c. Warding, bastard, 4, 30c; 5, 35c; 6, 40c; 8, 40c. Flat, bastard, 3-4, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 50c; 12, 65c; 14, 85c; 16, $1.20. Half Round, bastard, 3-4, 30c; 5, 35c; 6, 40c; 8, 45c; 10, 60c; 12, 75c; 14, $1.00; 16, $1.30. Mill Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 95c. Round Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 95c. Square Bastard, 3-4, 25c; 5, 30c; 6, 30c; 8, 35c; 10, 50c; 12, 65c; 14, 90c; 16, $1.20.

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75. Am. Heavy; 17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Daylos—

Tubular Nos.	2602	2604	2612	2616	2619	2627	2628
Complete ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.85	$1.10
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	.85	.75
Tubular Nos.	2630	2631	2632	2633	2634	2638	2659
Complete, ea.	$1.55	$1.85	$2.25	$2.75	$2.85	$3.10	$3.25
Case & Bulb, ea.	1.05	1.50	1.75	2.25	2.00	2.75	2.75
Pocket Nos.	6954	6961	6962	6971	6972	6991	6992
Complete, ea.	$1.25	$1.00	$1.25	$1.00	$1.25	$1.25	$1.50
Case & Bulb, ea.	.95	.70	.85	.70	.85	.95	1.10
Tubular Battery Nos.				705	706	790	791
Battery only, each				$ .50	$ .25	$ .35	$ .30
Pocket Battery Nos.	700	703	750	751	792	793	
Battery only, each	$ .30	$ .40	$ .30	$ .40	$ .30	$ .45	

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RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

Kwiklites

Tubular Nos...	5220	5221	5228	5229	5331	6240	6240B
Complete, ea...	$1.85	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Bulb ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40

Tubular Nos...	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea....	$1.85	$2.00	$2.85	$2.55	$2.25	$2.45	$2.75
Case & Bulb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25

Pocket Nos...	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea....	1.00	1.25	1.25	1.35	1.50	1.65	1.90
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Chain Nos. 6289 6239B Watch Chain Bat'y No. 1204
Complete, each....$1.00 $1.10 Battery only, each..$ .25
Case and Bulb, each .75 .85
Battery only,

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $15.00; No. 151 Chicago, $17.50 Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $5.50; 95 double harpoon, $3.25; 96 double harpoon, $6.50; 87 double harpoon, $3.75; 98 double harpoon, $6.50. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $17.50; 4½ ft., $18.00; 5 ft., $21.00.

FREEZERS—Arctic—

Qts.	Each.		
1	4.00	2	5.65
2	4.60	3	6.75
3	5.55	4	8.25
4	6.80	6	10.45
6	8.60	8	13.50
8	11.10	10	18.00
Toy	4.00	12	21.55
White Mountain		15	25.60
1	4.85	20	33.20

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.75; 14-in., $1.85; 16-in., $2.00.

GARBAGE CANS—(See Cans)—

GATES—Molasses and Oil—
Perfection—½-inch, 75c each, ¾-inch, $1.15; 1-inch, $1.25; 1¼-inch, $1.50; 1½-inch, $1.85; 2-inch, $2.00.
Stebbin's Pattern—1-inch, 35c each; 1½-inch, 40c; 1⅝-inch, 45c; 1⅝-inch, 50c; 1 13-16 inch, 60c.
Lock Fast—½-inch, $1.15 each; ¾-inch, $1.35; 1-inch, $1.50; 1¼-inch, $1.85; 1½-inch, $2.25.

GAUGES—BUTT—Stanley—

No.	Each	No.	Each
93	1.65	77	1.40
94	1.85	71	.85
95	1.75	90	.75
95½	1.35	91	1.40
Marking—Stanley—		92	2.25
61	.15	97	1.00
64	.40	98	1.90
65	.85		

Enterprise, Self Measuring—No. 61, Faucet, $6.00; 97, Pump, $14.50.
Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I C, $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—

3B Grade—	Large Lots	Small Lots
Single Strength	70%	65%
Double Strength	70%	65%

Extras for Putting In Glass—	Per light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	75c per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	$ .50	1¾	$ .10
2	.60	2	.10
2½	.65	2½	.15
3	.70	3	.15
3½	.75	3½	.20

GLASSES, GAUGE— Standard.

				Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
6	.25	...	...	...	....
8	.25	...	...	...	....
10	.25	.25	.30	.55	.75
12	.25	.30	.35	.60	.90
14	...	.35	.45	.70	1.05
16	...	.40	.50	.85	1.25
18	...	.45	.55	.95	1.35
20	...	.65	.80	...	....
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES, LANTERN—Cold Blast—Plain, 20c each; Bullseye, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 50c.
Railroad—Clear, 20c each; Green or Red, 30c.
Tubular—Clear, 10c each; Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 20c each.

GLUE—Dry—

No. or Brand	Lb.
AAA	.55
B	.60
CX	.40
D	.30
GX	.55
LXX	.45

Imperial Liquid—

Size	1 Oz.	⅛ Pt.	¼ Pt.	⅜ Pt.	1 Pt.	1 Qt.	½ Gal.
List, Doz...	1.06	1.80	2.80	4.50	7.00	11.25	21.00
Sug. Ret., Ea.	10	.20	.25	.40	.65	1.00	1.75

Le Page's Liquid—

Size	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, Doz...	1.60	1.65	1.80	2.80	4.50	7.00	11.25
Sug. Ret., Ea.	.15	.15	.20	.25	.40	.65	1.00

GOUGES—Bucks, Firmer—

Size, inches....	¼	⅜	½	⅝	¾	⅞
List, Doz.	7.75	8.25	8.75	9.30	10.10	11.10
Sug. Ret., Ea...	1.00	1.10	1.20	1.25	1.35	1.50
Size, inches		1	1¼	1½	1¾	2
List, Doz.		11.65	13.05	14.50	16.00	17.95
Sug. Ret., Ea.		1.60	1.75	2.00	2.25	2.50

Bucks, Turning—

Size, inches....	¼	⅜	½	⅝	¾	⅞
List, Doz.	4.45	4.80	5.30	5.65	6.45	7.30
Sug. Ret., Ea...	.60	.65	.75	.80	.90	1.00
Size, inches		1	1¼	1½	1¾	2
List, Doz.		8.05	10.15	12.95	15.05	18.25
Sug. Ret., Ea.		1.15	1.40	1.75	2.00	2.50

P. S. & W. Firmer—

160—	¼ inch	1.10	1 inch	1.45
	⅜ inch	1.15	1¼ inch	1.55
	½ inch	1.20	1½ inch	1.75
	⅝ inch	1.25	1¾ inch	1.95
	¾ inch	1.30	2 inch	2.25
	⅞ inch	1.40		

GALVANIZED WARE

Boilers, Coffee
1½ quarts.... .90
2 quarts..... 1.10
3 quarts..... 1.35
4 quarts..... 1.90
6 quarts..... 2.15
8 quarts..... 2.60
10 quarts..... 3.00
12 quarts 3.40

Boilers, Wash
18 ..... 2.60
21 ..... 2.50
22 ..... 2.75

Bowls, Wash
11 inch diam... .30
13-inch diam... .35

Buckets, Fire
12 quarts..... .75
14 quarts..... .85
14 quarts... 1.00

Buckets, Well
10 quarts..... 1.00
12 quarts..... 1.15
14 quarts..... 1.25

Cans, Ash
10 gals..... 4.80
16 gals..... 5.75
20 gals..... 6.75
23 gals..... 7.75

Cans, Garbage
Smooth, Pail Handle
2 gals 1.00
5 gals..... 1.35
6 gals..... 1.65
8 gals..... 1.90
10 gals..... 2.25
16 gals..... 2.75

Corrugated,
Side Handles
15 gals..... 6.25
16 gals..... 6.75
21 gals..... 7.25

Gasoline Cans
(1 P & B, 1)
5 gals..... 3.00
1 gal..... .75
(Side faucet)
5 gals..... 2.00
(Top faucet)
5 gals..... 2.25

Oil Cans
1 gal..... .55
2 gals..... .90
5 gals..... 2.00
(Double seamed)
5 gals..... 1.65
(Side faucet)
5 gals..... 1.85

Dippers
1 quart ..... .30

Coal Hods
16 inch..... 1.00
17 inch..... 1.10

Camp Kettles
1 gal..... .40
1½ gals..... .55
2 gals ..... .70
3 gals..... .90
4 gals..... 1.05

Cement Pails
14 quarts..... 2.00
(Puritan)
14 quarts..... 2.50

Chamber Pails
10 quarts..... 1.10
12 quarts..... 1.25

Stock Pails
14 quarts..... .95
16 quarts..... 1.10
18 quarts..... 1.20
20 quarts..... 1.30

Water Pails
8 quarts..... .50
10 quarts..... .55
12 quarts..... .60
14 quarts ..... .70
16 quarts..... .80
(Extra quality)
12 quarts..... 1.05

Refrigerator Pans
12-inch ..... .70
14-inch ..... .85
16-inch 1.00

Water Pots or Sprinklers
4 quarts..... .95
6 quarts..... 1.15
8 quarts..... 1.35
10 quarts..... 1.60
12 quarts..... 1.75
16 quarts..... 2.25

Foot Tubs (oval)
16-inch..... .75
17-inch..... .85
18-inch..... .95
20-inch..... 1.15
21-inch..... 1.50

Wash Tubs
18-inch..... 1.25
20-inch..... 1.50
22-inch..... 1.75
24-inch..... 2.00
(Extra heavy)
20-inch..... 2.50
22-inch..... 2.75
24-inch..... 3.00

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RETAIL SELLING PRICES—Continued.

GRATES—

Air Tight Heater—	
16 inch	1.75
18 inch	2.00
20 inch	2.25
Basket Fire Place—Cast Iron—Fancy Back—	
20 inch	7.75
24 inch	8.75
27 inch	10.00
Straight Back—	
20 inch	8.00
24 inch	8.75
27 inch	10.00
30 inch	11.00
Low Back—	
16 inch	6.75
18 inch	7.00
20 inch	7.25
22 inch	7.50
24 inch	8.25
27 inch	9.00

GRAPHITE—Flake, per lb., 80c.

GRINDSTONES—

Loose—	Cwt.
15 to 40 lbs	6.75
40 to 200 lbs	6.25
Over 200 lbs	6.75
Fixtures and Axle—	
15 inch	1.25
17 inch	1.50
19 inch	1.75
Mounted—Hand—	
7 inch	2.75
8 inch	3.00
10 inch	3.75
12 inch	4.25

Pedal Mounts—Prices range from $9.75 to $21.50, according to material and quality.

HACK SAWS—

Lenox, Power.				Hand, Star and Lenox		
Lght.	Wdth.	Lt.	Heavy.	Length.	Each	Doz.
8"	9-16	.90	....	8-inch	.10	.75
10"	⅝	1.15	....	9-inch	.10	.85
10"	⅝	1.35	1.95	10-inch	.10	1.00
10"	1	....	2.45	11-inch	.10	1.10
12"	⅝	1.35	....	12-inch	.15	1.20
12"	¾	1.60	2.35	Hand, Victor		
12"	1	2.30	2.95	8-inch	.10	.85
14"	⅝	1.70	....	9-inch	.10	.95
14"	¾	1.90	2.75	10-inch	.15	1.10
14"	1	2.65	3.50	12-inch	.15	1.25
16"	¾	2.15	3.15			
16"	1	3.05	3.90			
17"	¾	2.30	....			
17"	1	3.25	4.15			

HACK SAW FRAMES, M. F.—4B, 75c; 6, $2.25; 9, $1.85; 15, $2.75; 77, $1.00; 78, $1.50; 1027, $2.50; 69, $3.30; 69B, $2.65; 14, $3.50; 4 Milford Adj., $3.00; 7 Milford Adj., $1.65; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—V & B Vanadium, No. 41½, $2.25 each; Nail HAMMERS—Maydole Carpenter's Nail—No. 1, $2.00 each; 1½, $1.85; 2, $1.75; 11, $2.00; 11½, $1.85; 12, $1.75; 12½, $1.65; 13, $1.60; 14, $1.50; 200, $2.65; 611½, $2.80; 710, $2.50; 711, $2.00; 711½, $1.85; 712, $1.75; 811½, $2.10.

90c. Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 108, $1.40. Maydole Cross Pein—No. 174, $1.50 each. Maydole Machinist Ball Pein—No. 375, $1.90 each; 376, $1.80; 377, $1.70; 378, $1.60; 379, $1.50; 770, $2.00; 770½, $1.75; 771, $1.60; 772, $1.45; 773, $1.30; 774, $1.20; 775, $1.10; 776, $1.00; 777, 95c; 778, 90c.

HAMMERS—

Plumb's Carpenter's Nail—	
K1	1.25
TC 1½	1.25
A 11	1.20
A 11½	1.15
A 12	1.10
C 11½	1.50
C 12	1.45
P 80	2.00
P 81	1.90
P 82	1.80
P 83	1.65
P 84	1.50
P 85	2.00
P 86	1.90
P 87	1.75
Plumb's Engineer's—	
261	1.60
262	1.75
263	1.85
264	2.00
Plumb's Machinist's Ball Pein—	
18	.40
1370	.95
1871	1.00
1872	1.05
1873	1.10
1874	1.15
1375	1.20
1376	1.30
1377	1.40
1379	1.60
Plumb's Riveting—	
220	1.00
221	1.05
222	1.15
223	1.25
251	.95
252	1.00
253	1.05
254	1.10
Plumb's Brick—	
461	1.85
462	1.75
3154	1.15
3155	1.50
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—Adze, extra select, 75c; second growth, 85c.

Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 75c; second growth, 85c.

Chisel—Hickory, 10c; Leather Tip, 15c.

Hammer and Hatchet—Second growth hickory, 12 inch, 29c; 14 inch, 25c; 18 inch, 30c.

Peavey Handles—

	Hickory.	Maple.		Hickory.	Maple.
2¼ x4	1.00	.90	2⅝ x4½	1.30	1.00
2¼ x4½	1.15	1.00	2⅝ x5	1.60	1.15
2¼ x4½	1.25	1.00	2⅝ x5½	1.65	1.25
2½ x5	1.40	1.10	3 x5	1.65	1.25
2½ x5½	1.50	1.15			

Pick—36-inch Drift, Select, 50c; Extra Select, 60c; Railroad No. 1, 50c; No. 2, 60c; Select, 70c; Extra Select, 90c.

Sledge—36-inch, Select, 60c; Second Growth, 75c.

Saw, Hand—Disston, No. 7, 40c; No. D8, 75c; No. 12, $1.10. Crosscut, Disston, No. 112, 85c; No. 113, $1.00; No. 114, $1.50. Simonds Reversible Guard, per pair $1.50; Simonds No. 6, $1.40; Atkins No. 24, $1.25. One Man Cross Cut, No. 218, 40c; Supplementary, 25c. Auger M. F. No. 1, $1.00; No. 2, $1.00; No. 3, $1.50; No. 4, $2.75; No. 5, $3.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—

Flat Track— No and Brand.	Pair.
3—Myers	2.35
4—Myers	2.00
25—Lanes	1.25
34—Richards	1.90
37-1—Richards	1.80
38-1—Richards	1.80
38-2—Richards	2.10
42-3—Richards	1.80
42-4—Richards	2.10
42-5—Richards	3.15
42-6—Richards	4.10
43—Richards	1.35
248—Richards	1.90
Round Track—	
5—Wilbern	2.15
462-2—Richards	1.65
Trolley Track—	
20—Richards	3.40
20½ B—Richards	4.50
24-2—Richards	3.75
27½ B 1—Richards	6.25
120—Richards	7.25
150—Richards	8.50

HANGERS, HOUSE DOOR—

No. or Brand	Set.
01—Johns	3.00
1—Johns	5.50
5 S—Prouty	3.50
5 D—Prouty	6.50
011—Richards	3.50
11—Richards	6.50
012—Richards	3.35
12—Richards	6.25
015—Frisco	3.00
15—Frisco	5.50
0105—Lanes	3.75
0105 A—Lanes	3.75
0105 NT—Lanes	3.25
105—Lanes	7.00
105 A—Lanes	7.00
105 NT—Lanes	6.00
140-1—Richards, pair	3.50

HATCHETS—

Underhill Star—Chicago patent, $2.85; Boston, $2.75; St. Paul, $3.00.

Sayre—Boston, $2.50; Chicago, $2.65.

Flooring—1 Plumb, $2.25; White, $2.75.

Broad—1 Plumb, $2.00; 2, $2.10; 3, $2.50; 4, $2.60; 5, $2.85; 6, $3.10.

Bench—Single or Double Bevel—8 White, $2.50; 7, $2.60; 6, $2.75; 5, $2.85; 4, $3.25.

Claw—1 Plumb, $1.75; 2, $2.00; 3, $2.10.

Shingling—1 Plumb, $1.90; 2, $2.00; 3, $2.10.

Half—1 Plumb, $1.85; 2, $1.95.

Barrel or Fruit Box—Sayre 400, $3.00; Sayre 401, $2.75.

HEADS—Mop—Cotton strands, 9 lbs., 40c each; 12 lbs., 55c; 15 lbs., 70c; 18 lbs., 80c. Linen thread, 12 lbs., 60c each; 15 lbs., 75c; 18 lbs., 90c; 20 lbs., $1.00.

HINGES AND BUTTS (Screws included)—

Hinges— No. 900 Lt. Strap Hinges.	Pair
3-inch	.20
4-inch	.25
5-inch	.25
6-inch	.30
No. 935 Cor. Strap Hinges—	Pair
4-inch	.25
5-inch	.35
6-inch	.45
8-inch	.60
10-inch	.85
12-inch	1.35

No. 904 Lt. Tee Hinges—	Pair
3-inch	.20
4-inch	.25
5-inch	.35
6-inch	.30
No. 937 Cor. Tee Hinges—	Pair
4-inch	.40
5-inch	.50
6-inch	.60
8-inch	.85
10-inch	1.35
12-inch	1.65

HINGES—FLOOR—	Set
Bommer, D 15	1.65
R, EA, 315	1.75
SHA, E, 265	1.95
Ch'go, R. EA, KF, 200	3.75
SHA, E, 200	4.25
R, EA, KF, 230	4.50
SHA, E, 230	5.25
Corbin, D, R, EA, 512	1.60
SHA, E, 512	2.00
Katz, R, EA, KF, 2	1.75
SHA, E, 3	1.95
R, EA, KF, 3	4.50
SHA, E, 3	5.40
R, EA, KF, 3½	4.80
SHA, E, 3½	5.60
Rixon, 7	12.00
8	18.50
10	14.50
15	17.75
20	32.00
25	38.00
30	45.00
40	70.00
Standard, R, EA, 450	6.75
SHA, E, 450	7.25
R, EA, 152	10.50

BUTTS—

Butts—No. 838.	Pr.	Ds. Pr.
¾-inch	.10	.70
1-inch	.10	.80
1¼-inch	.10	.95
1½-inch	.10	1.10
1¾-inch	.10	1.10
2-inch	.15	1.15
2¼-inch	.15	1.35
2½-inch	.20	1.50
2¾-inch	.20	1.65
3-inch	.20	1.95
3½-inch	.25	2.25
5½x5½-inch	...	1.25
No. 840		
1½-inch	.15	1.35
1¾-inch	.15	1.60
2-inch	.15	1.65
2¼-inch	.20	1.75
2½-inch	.20	1.90
2¾-inch	.20	2.00
3-inch	.25	2.25
No. 733		
2½x2½-inch		.45
3x3-inch		.50
3½x3½-inch		.50
4x4-inch		.60
4½x4½-inch		.90
5x5-inch		1.10
5½x5½-inch		1.45
6x6-inch		1.90
No. 731½		
2½x2½-inch		.40
3x3-inch		.45
3½x3½-inch		.45
4x4-inch		.60

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RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

4½x4½-inch	.85
5x5-inch	1.00
No. 241 F&D2	
2½x2½-inch	.50
3x3-inch	.50
3½x3½-inch	.55
4x4-inch	.65
4½x4½-inch	1.00
5x5-inch	1.25
5½x5½-inch	1.65
6x6-inch	2.10
No. 241 SF2	
2½x2½-inch	.50
3x3-inch	.55
3½x3½-inch	.60
4x4-inch	.75
4½x4½-inch	1.05
5x5-inch	1.30
5½x5½-inch	1.80
No. 160 F&D2	
2½-inch	.45
3-inch	.55
3½-inch	.65
4-inch	.75
4½-inch	.95
241 H&N	
2½x2½-inch	.55
3x3-inch	.60
3½x3½-inch	.55
4x4-inch	.70
4½x4½-inch	.95
5x5-inch	1.45
5½x5½-inch	1.65
6x6-inch	1.95
160 N	
2½-inch	.55
3-inch	.65
3½-inch	.70
4-inch	.80
4½-inch	1.00
160 SF2	
2½-inch	.50
3-inch	.60
3½-inch	.75
4-inch	.80
165 F&D2	
1½-inch	.35
2-inch	.40
2½-inch	.45
3-inch	.55
3½-inch	.60
4-inch	.75
4½-inch	1.05
165 N&SF2	
1½-inch	.45
2-inch	.50
2½-inch	.50
3-inch	.60
3½-inch	.70
4-inch	.85

295 F&D2

	Pr.	Dz. Pr.
1½-inch	.30	2.60
2-inch	.30	3.00
2½inch	.35	3.30
3-inch	.40	3.90

295N

	Pr.	Dz. Pr.
1½-inch	.35	3.60
2-inch	.40	4.00
2½-inch	.45	4.10
3-inch	.50	4.95

289 F&D2

	Pr.	Dz. Pr.
2x2-in.	.30	3.15
2½x2-in.	.35	3.30
2½x2½-in.	.40	3.85
3x3-in.	.50	4.85

289N

2x2-inch	.40	4.50
2½x2-inch	.45	4.75
2½x2½-in.	.50	4.85
3x3-in.	.60	6.00

295 SF2

1½-inch	.30	3.15
2-inch	.35	3.35
2½-inch	.40	3.75
3-inch	.45	4.25

295H

1½-inch	35	3.60
2-inch	.40	4.20
2½-inch	.45	4.50
3-inch	.50	5.40

289 SF2

2x2-in.	.30	3.10
2½x2-in.	.35	3.25
2½x2½-in.	.40	3.35
3x3-inch.	.45	4.85

289 H

	Pr.	Dz. Pr.
2x2-in.	.45	4.80
2½x2-in	.50	5.40
2½x2½-in	.55	6.00
3x3-in	.60	7.20

HODS—Coal—

Open Japanned—	
15	.60
16	.70
17	.80
18	.95
20	1.10

Open Galvanized—	
15	.90
16	1.00
17	1.15
18	1.25
20	1.60

HOLLOW WARE (Cast Iron)—Dutch Ovens, 10-inch, $3.75; 11-inch, $4.25; 12-inch, $5.00; 13-inch, $6.00.

Griddles—Regular, 8¼-inch, $1.05 each; 9¼-inch, $1.15; 10¼-inch $1.35; 11½-inch, $1.75. Bailed, 11¼-inch, $1.75 each; 11¾-inch, $1.95; 13¾-inch, $2.50.

Skillets—Regular, 5-inch, 90c each; 8-inch, $1.15; 10-inch, $1.35; 11¾x2¼-inch, $1.95; 12-inch, $2.35; 13-inch, $2.75.

Waffle Irons—Size pan 6¾ inch, $2.25 each; 7¾, $2.50; 8¾, $2.75. Deep round frame, 6¾, $2.65; 7¾, $3.00; 8¾, $3.50. Deep square frame, 6¾x6¾, $3.00. Twin, 11x12, $4.75; Hotel, 19x12, $9.75.

HOLLOW WARE, STEEL—

Fry Pans, 6 inch, 15c each; 8, 30c; 9, 40c; 10, 45c; 11, 50c; 12, 60c.

Griddles—Handled top, 9 inch, $1.00; 10, $1.15; 11, $1.30, Bailed top, 11 inch, 50c; 12, 60c; 13 70c.

Skillets or Spiders—One piece, 8-inch diameter, $1.00; 9, $1.15; 10, $1.35. Seamless, 8, 35c; 9, 40c; 10, 45c.

HOOKS AND EYES—(Price per dozen)—

No.	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.10	.20
13 or 113	.10	.15	.10	.15
14 or 114	.10	.10	.10	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel..	.20	.25	.30	.40	.45	.50	.85
No. 1040, brass	.75	.90	1.10	1.50	1.75	2.00	3.50

Ceiling—	Ea.
2½-inch cast iron	.35
2¾-inch cast iron	1.15
2¾-in., other finishes	1.25
Cast, coppered	.35
Wire, coppered	.25
Wire, Japanned	.25
Wire, tinned	.30
Wire, nickel plated	.40
Wire, brass plated	.40
Coat and Hat—	Ea.
Double, cast, heavy	.50
Single, cast	.35
Medium, cast	.75
Heavy, cast	.95
Cast, nickel plated	1.00
Cast, copper finish	.80
Cast, brass finish	.85
Cast bronze, all fin.	4.50
Porcelain, solid	1.75
Wire, Japanned	.20
Wire, tinned	.25
Wire, nickel plated	.35
Clothes Line—	Ea.
Malleable iron, Jap	.10
Malleable iron, Galv.	.15
Grass—	Ea.
14-in., 16-in., 18-in.	.05
Bronzed	.65
12-in. enameled, green	.60
12-in, enameled, black	.75
Finest quality steel	.90
Forged tool steel	.50
Hammock—	Ea.
To screw	.10
With plate	.15
Hay Fork—	Ea.
⅝-inch pl. wr'ght steel	.25
¾-inch pl. wr'ght steel	.35
¼-inch galvanized	.10
⅜-inch galvanized	.15
7-16-inch galvanized	.20
½-inch galvanized	.25

HOSE COUPLINGS—Com. Size ½, each 30c; ¾, 30c; 1, 45c

IRON—Bars, Small Lotes. (Cutting Extra)

Common Bar	.06 lb.	Base
Angle Iron, ½-inch	.10	
Angle Iron, 3-16-inch	.08	
Angle Iron, ¼-inch and heavier	.07¾	
Rd., sq. and sq. twisted—		
¼-inch and smaller	7.50	Base
5-16 inch	7.00	
⅜ to 2¾-inch	6.50	
3-inch and larger	7.50	
Flats, all sizes	6.50	

IRONS—

Plane, Stanley or Bailey—		2⅝-inch Single	.90
1⅝-inch—Block	.45	1¾-inch Double	1.05
1¾-inch Single	.65	2-inch Double	1.30
2-inch Single	.70	2⅛-inch Double	1.30
2⅛-inch Single	.75	2⅜-inch Double	1.35
2⅜-inch Single	.85	2⅝-inch Double	1.45

IRONS—Sad. Common, 16c lb.

Mrs. Potts—No. 50, $3.15 set; No. 55, polished iron, $3.00 set; No. 550, 12 lbs., $2.70 set.

Sensible Laundry—No. 25, $3.00 set; Asbestos Laundry, No. 70, $3.00 set; G. Pressing, 15c lb.; T Tailors' Goose, 15c lb.; N Gasoline, $5.25 each.

JACKS—Bell Bottom, add 20% to list.

Wagon—Lanes—0L, each $1.75; 1L, $2.50; 2L, $3.50; 3L, $6.75.

KNIVES AND FORKS—Iron handled, $1.75.

KNIVES—Hay—Lightning, $2.00; Iwan Sickle, $2.50; Iwan Serrated, $2.50; Heath's Upright, $2.25. Corn—Corn King. 75c; No. 12 Hooks, 65c.

LACING—Belt—

Rawhide, Cut	
Size ¼, per ft.	.04
Size 5-16, per ft.	.05
Size ⅜, per ft.	.06
Size ½, per ft.	.08
Size ⅝, per ft.	.10
Size ¾, per ft.	.12
Wire	
0 and 1, coil	.65
2, coil	.65
3, coil	.80
O M, 1 M, 2 M, 3 M, spl	.80

Hooks	Doz.
10	.05
9	.05
8	.05
7	.10
6	.10

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LANTERNS—Dietz Tubular.

Hot Blast Lanterns	
Little Star Tin Lanters	.90
Hy-Lo Tin Lanterns	.90
Victor Tin Lanterns	.95
Monarch Tin Lanterns	.95
O. K. Tin Lanterns	.100
No. 2 Royal Tin Lants.	1.10
Cold Blast Lanterns	
Junior Tin Lanterns	1.00
Junior Brass Lanterns	1.75
Junior Brass Nickel-plated Lanterns	2.00
No. 2 Crescent Tin Lanterns	1.25
No. 2 Blizzard Tin Lanterns	1.45
Same, Brass Fount and Top	2.00
No. 2 Large Fount Blizzard Lanterns	1.65
Little Wizard Tin Lanterns	1.10
No. 2 Wizard Tin Lanterns	1.45
Same, Brass Fount and Top	2.00
No. 2 Large Fount Wizard Lanterns	1.65
Same, Brass Fount and Top	2.10
Dash and Wagon Lanterns	
Buckeye Dash Lant'ns	1.25
Junior Wagon Lant'ns	1.75
Roadster Wagon Lanterns	1.75
Driving Lanterns	
Eureka Driving, plain lens	2.00
Same, with optical lens	2.35
Octo Driving, pl'n lens	4.00
Same, optical lens	4.75
Union Driving, plain lens	4.50
Same, with optical lens	5.00

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RETAIL SELLING PRICES—Continued.

Mill Lanterns
Watchman's Mill Lanterns, enamel. fin... 2.25
Underwriter's Mill Lanterns 2.50
No. 2 Blizzard Mill Lanterns 3.50
Fire Dept. Lanterns
King Fire Dept. Tin enamel finish 4.75
Same, Nickel-plated on Tin 5.25
Same, all Brass..... 6.00
Same, Nickel-plated on Brass 6.50
No. 2 Wizard Fire Dept. Brass Founts with enamel finish 5.00
Same, all Brass..... 6.50
Same, Brass, Nickel-plated 7.00
Wall Lanterns
No. 15 Wall Lanterns 2.50
No. 25 Wall Lanterns 2.75
No. 30 Beacon Wall Lanterns 2.75
No. 60 Beacon Wall Lanterns 8.75
Street and Hanging Lanterns
Pioneer Street Lanterns, Tin 7.25
Same, Brass Founts.. 9.25
Same, all Brass.....12.00
Pioneer Hanging Lanterns, tin..... 7.75
Same, Brass Founts..10.75
Platform Lanterns
Imperial Platform Lanterns 12.50
No. 1 Climax Platform Lanterns 5.00
No. 2 Climax Platform Lanterns 5.25
Nos. 1 and 2 Climax Nested 10.50
Unclassified Lanterns
Police Flash Lanterns 1.50
Traffic Signal Lant'ns 4.00
No. 12 Display Stand and Assortment ...22.00

LEAD—Bar, 25c lb.; Calking (100 lbs.), 15c lb; Pig (100 lbs.), 15c lb.; Sheet (full), 22c lb.; Wool, 25c lb.

LEVELS—No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.
Marx Alum—12-inch, $3.25; 18-inch, $3.75; 24, inch, $4.50; 28-inch, $5.00. No. 95, 24-inch, $8.00; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Specials Nos.—No. 0, $1.85; 15, 24 and 26-inch, $3.75; 15, 28 and 30-inch, $4.25; 25, $4.50; 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.00; 90, $3.75; 93, $5.00; 103, $1.00

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.
Cotton, Twisted—No. 140, 50c each; 150, 55c.
Wire, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20 gauge, 45c; 100 foot, 20 gauge, 55c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 65c; 100 foot, 18 gauge, 75c.
Wire, Solid—100 foot, 9 gauge, 85c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ⅝-inch and larger, 45c.

MATTS, DOOR—Cocoa Fibre, Fine, 14x24, $1.50; 16x27, 2.00; 18x30, $2.50.
Cocoa Fibre, Medium—16x27, $3.00; 18x30, $3.75; 20x33, $4.50; 22x36, $5.50.
Flexible Galvanized Steel—16x24, $1.50; 18x30, $2.00; 22x36, $3.00; 26x48, $4.75.
Steel Matting in Rolls—Per sq. ft., 55c.

MATTOCKS—

	Each.
Short Cutter, Standard, 5½ lbs	1.75
Long Cutter, Standard, 6 lbs	1.75
Pick, Standard, 6 lb	1.75
Handled, D E 3	1.00
Handled, C E 3½	1.50
Handled S Q 3½	1.25

MAULS—Post—10-lb., $1.50 each; 13-lb. $1.75; 16-lb., $2.25; 18-lb., $2.50; 20-lb., $2.75.
Ship or Top—30c lb.
Wood Choppers'—Adze or Round Eye, 25c lb.

MILLS—Cider —
Junior .....35.00 Senior 55.00
Medium .....40.00 Force Feed 25.00

MOPS—Handled—

Brown Daisy		O-Cedar		Cotton	
6	.85	4	1.00	120	.80
8	1.15	8	1.50	140	.90
7BD	1.25	10B	1.25	180	1.00
9BD	1.50	11B	1.25	220	1.25

MOP STICKS—No. 2, 20c each; No. 7, 30c each; No. 13, 30c each: No. 70 or Janitor's, 75c each.

MOWERS—
Great American—
15-inch 18.50
17-inch 20.00
19-inch 22.00
Common—
12-inch 8.50
14-inch 9.00
16-inch 9.50
Pennsylvania—
14-inch 17.00
16-inch 19.00
17-inch 26.00
19-inch 29.00
21-inch 32.50

NAILS—Base per keg, $5.75; 50 to 99 lbs. (one kind) add 75c per 100 lbs. to keg price.
Small Lots: (Bright Fine, Blued Fine, Common, Casing, Finishing, Bright Box).

	1 to 9 lbs.	10 to 49 lbs.
2d and 3d	.09	.08
4d to 60d	.08	.07

Special.	Keg.	1 to 9 lbs.	10 to 49 lbs.
Plaster Board	9.00	.12	.11
Cement C Box	....	.10	.09
Galvanized Felt	...	.17	.16
Galvanized Boat	...	.18	.17
Roof (barbed)	....	.10	.09
Galvanized, 2 and 3	....	.14	.13
Galvanized, 4 to 20	....	.13	.12

Galvanizing: Add for 1-inch and smaller, $3.25 per 100 lbs.; for larger, $2.75 per 100 lbs.; for casing nails, $3.00 per 100 lbs.

Fine Blue 2&3	.10	Galv. Felt	.20
Fine Bright, 2&3	.10	Galv. Bolt	.15
Common 2&3d	.10	Clout—	
Common 4&5d	.09	Bulk, lb.	.30
Common 6&7d	.08	½ lb. Papers, each	.30
Common 8 to 60d	.08	Cigar Box—	
Casing 2&3d	.09	Bulk, lb.	.30
Casing 4&5d	.09	1 lb. Papers, ea	.35
Casing 6 to 20d	.09	½ lb.	.20
Finishing 2&3d	.12	¼ lb.	.15
Finishing 4&5d	.10	Horseshoe—	
Finishing 6 to 20d	.09	Capewell No. 5, lb	.35
Smooth Box 4 to 6d	.09	6-11	.30
Smooth Box 8 to 20d	.09	Northwestern No. 5,	.35
Barb Box 4 to 5d	.09	6-11	.30
Barb Box 6d	.09	Union No. 5	.30
Barb Box 8 to 20d	.09	6-11	.25
Barb Roof, ¾ to ⅞	.15	Trunk—	
Barb Roof 1 to 1½	.15	Bulk, per lb.	.30
Plaster Board	.15	1-lb. Papers, ea	.40
C. C. Box	.15	½-lb.	.25
Cut Casing 6d and 8d	.11	¼ lb.	.15

NETTING, POULTRY—Hexagon, Galvanized After Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.15; 18 in., $3.10; 24 in., $3.95; 30 in., $4.70; 36 in., $5.35; 48 in., $7.15; 60 in., $8.90; 72 in., $10.70.
Sell Cut (lin. ft.)—12 in., 2c;; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in., 7½c; 60 in., 9c; 72 in., 10½c.
1½-inch, 20-gauge—List Roll—12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.15; 18 in., $4.55; 24 in., $5.80; 30 in., $6.90; 36 in., $7.90; 48 in., $10.50; 60 in., $13.15; 72-in., $15.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10c; 60 in., 12c; 72 in., 15c.
1-inch, 20-gauge—List Roll—12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $4.95; 18 in., $7.10; 24 in., $9.10; 30 in., $10.85; 36 in., $12.40; 48 in., $16.50; 60 in., $20.65; 72 in., $24.75.
Sell Cut (lin. ft.)—12 in., 4c; 18 in., 6c; 24 in., 8c; 30 in. 9½c; 36 in., 11c; 48 in., 14c; 60 in., 17c; 72 in., 20c.
¾-inch, 20-gauge—List Roll—12 in., $8.55; 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $8.55; 18 in., $12.30; 24 in., $15.70; 30 in., $18.70; 36 in., 21.40; 48 in., $28.50; 60 in., 35.65; 72 in., $42.75.
Sell Cut (lin. ft.)—12 in., 8c; 18 in., 12c; 24 in., 15c; 30 in., 18c; 36 in., 20c; 48 in., 25c; 60 in., 30c; 72 in., 35c.

NIPPERS, CUTTING—
Kreuter's—
5-inch 1.35
6-inch 1.50
7-inch 1.75
8-inch 2.00
Nettleton's—
6-inch 1.45
8-inch 1.60
10-inch 1.85
12-inch 2.00
12-inch 2.00
14-inch 2.45
Utica—
Compound, 5½-inch.. 2.25
Compound, 7½-inch.. 2.75
Compound, 9-inch.... 3.25
Common, 5-inch..... 1.25
Common, 6-inch..... 1.50
Jeweler's, 3½ inch... 1.65
Jeweler's 4½-inch... 1.75

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 60c lb.; 5-16, 50c; ⅜, 40c; 7-16, 35c; ½, 30c; 9-16, 30c; ⅝, 25c; ¾, 25c; ⅞, 20c; 1, 20c.
Hot Pressed U. S. S. Square, Tapped—Size ¼, 30c lb.; 5-16, 25c; ⅜, 20c; 7-16, 20c; ½, 15c; ⅝, 15c; ¾, 15c; ⅞, 15c; 1, 15c.
Wing, Tapped, U. S. S.—Size 3-16, 20c doz.; ¼, 25c; 5-16, 30c; ⅜, 35c; 7-16, 45c; ½, 60c; ⅝, $1.20.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OAR LOCKS—2-in., per pair, 45c; 2½-in., per pair, 75c; 2½-in., per pair, 85c.

OILERS—
Copperized Steel—
13 ..... .35
14 ..... .40
14B ..... .45
15A ..... .50
16 ..... .55
Cannon Pump—Brass—
11 ..... 2 50
12 ..... 2 75
13 ..... 3 25
Cannon Pump—Tin—
1 ..... 1.50
2 ..... 1 75
2½ 2.00
3 ..... 2.25
Feltoe—
3 ..... 1.75
4 ..... 1 85
5 ..... 2.00
6 ..... 2.15
Zinc, Chace's—
00 ..... .10
0 ..... .10
1 ..... .15
2 ..... .20
3 ..... .25
4 ..... .30
5 ..... .35
6 ..... .40

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RETAIL SELLING PRICES—Continued.

OPENERS (CAN)—

No.	Each.	No.	Each.
4	.10	140	.15
16	.15	340	.30
100	.30		

OVENS, PORTABLE—Boss—

No.	Each.	No.	Each.
012	5.25	550	5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection—		17 G	3.75
121 G	5.75	122 G	7.25
Pinney & Boyle—		33	3.25
13	3.00	37	3.75
17	3.50	37 G	3.85

PACKING—Sheet Rubber—Standard, 30c lb.; Rainbow, 90c; Italian Hemp, Common, 45c; Square Flax, braided, 75c; Piston Spiral Steam, High Pressure, $2.25; Steam or Water, Low Pressure, $1.25.

PADS—Sweat—No. 68 N12, Red Edge, $1.00; No. 146 A 12, Blue and White striped, $1.75.

PADLOCKS—Corbin

No.	Each	No.	Each
958	.25	1903	.55
2802¼	.35	9902	.70
2822¼	.50	9902 N C	.65
2869	1.00	21090	.80
2879	1.75	Yale—	
2880	2.00	223	.70
2881	2.50	225	.95
2883	3.75	453 J	.35
Miller—		453 X	.35
1	1.65	563	1.50
016	.25	565	1.85
18	.30	585	1.75
18 B	.35	635	1.50
19	.40	645 J	.55
21	.50	803	1.75
75	.50	805	1.75
76	.75	805½	2.00
78	.85	813	2.00
96	.50	815	2.00
96 C	.65	823	2.25
121	.50	833	2.50
5441	.85	843	2.85
Slaymaker—		853	3.25
1902	.65	8454	2.35

PAINT SUNDRIES—

Alcohol—(Denatured)—	Gal.	Lard, No. 1	1.80
1 gallon	1.15	Lin-O-Oil	.90
5 gallon	1.00	Neatsfoot No. 1	2.40
Alum—		Neutral	.60
Pwd, less than 100 lbs., lb.	.17	Paraffine	.70
Benzine—		Paint, Dry Colors—	
New cans, cased, gal	.48	Umber	.11
Old cans, uncsd, gal.	30	Chrome Green, Med	.20
Coal Tar—		Graphite	.06
5-Gal. Gal.	.50	Princess Metallic	.06
1-Gal Gal.	.65	Sienna	.11
Creosote—		Venetian Red	.04½
Gal.	.85	Yellow Ochre	.04
Distillate—		Painters' Petroleum—	
Light, gal	.30	1-Gal. Gal.	.30
Glue—	Lb.	Paints, Ready Mixed—1st grade, white—	
No. 2 Gelatine	.50	Gals. Gal.	4.40
Chicago White	.50	½-gals. ½-Gal.	2.30
Kalsomine, White—		Quarts Qt.	1.25
Bbls, 280 lbs	.08	Pints Pt.	.70
Kegs, 100 lbs	.09	½-pints ½-Pt.	.40
4 25-lb. pkgs. bulk	.09¼	1st Grade, Colors—	
25 lbs., bulk	.09½	Gals. Gal.	4.25
Less 25 lbs	.10	½-gals. ½-Gal.	2.25
100 lbs., 5-lb. pkgs	.09½	Quarts Qt.	1.20
Less 100 lbs, pkgs.	.10	Pints Pt.	.65
Lamp Black—Bear Brand—		½-pints ½-Pt.	.35
1-S, lb. pkg	.40	2d Grade, White or Colors—	
½-S	.25	Gals. Gal.	2.90
¼-S	.15	½-gals. ½-Gal.	1.60
Linseed Oil, Boiled—		Quarts Qt.	.95
5's Gal.	2.55	Inside Floor—	
1's Gal.	2.70	Gals. Gal.	2.90
½'s ½-Gal	1.45	½-gals. ½-Gal.	1.60
¼'s Qt.	.75	Quarts Qt.	.95
⅛'s Pt.	.40	Porch—	
Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.		Gals. Gal.	4.25
		½-gals. ½-Gal.	2.25
		Quarts Qt.	1.20
Oil—	Gal.	Plaster Paris—	
Floor	.75	Less sack, lb	.2½
Gloss	1.50	Putty, Bladder—	
		Less than 100 lbs.	.07
		Putty, Bulk—	Lb.
		1-lb. Cans	.11
		2-lb. Cans	.10
		3-lb. Cans	.09½
		5-lb. Cans	.09
		10-lb. Cans	.08½
		25-lb. Cans	.08
		85-lb. Cans	.06
		Rosin—	
		Lb.	.14
		Tints, Kalsomine—	Lb.
		Barrels, 280 lbs	.08½
		Kegs, 100 lbs	.09
		100-lb. bulk	.04½
		25-lb. bulk	.09½
		Less 25 lbs	.10
		100 lbs. 5-lb. pkgs.	.09½
		Less 100 lbs. 5-lb. pkgs.	.10
		Turpentine—	
		5's Gal.	2.10
		1's Gal.	2.25
		½'s ½-Gal.	1.25
		¼'s Qt.	.70
		⅛'s Pt.	.40
		Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.	

PANS—Acme Frying—

No. 00, each	.15	No. 4, each	45
No. 0, each	.25	No. 5, each	.50
No. 1, each	.30	No. 6, each	.55
No. 2, each	.35	No. 7, each	.65
No. 3, each	.40		

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 13c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb. 25c; Asbestos Millboard, 30c per lb.

BUILDING—	P & B	Imitation P & B
No. 1—500	3.50	2.50
No. 1—1000	6.75	4.75
No. 2—500	4.75	4.00
No. 2—1000	9.25	2.50
No. 3—500	6.50	5.50
No. 3—1000	12.75	10.00

Red Resin—17-lb., $1.20; 20-lb., $1.35; 25-lb., $1.65; 30-lb., $2.00.

Black Glazed—No. 1, 500 sq. ft. roll $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll $3.25; 1000 sq. ft. roll, $6.00.

FELT—Asphalt saturated, per lb. 4c; Deadening, per lb., 6c.

INSULATING—No. 8, per roll, $1.75; No. 10, per roll, $2.35.

ROOFING—(Per square)—	1-Ply.	2-Ply.	3-Ply
Aztec Smooth	2.50	3.25	4.00
Aztec Sanded	2.35	2.85	3.50
Cortez Sanded	2.00	2.50	3.10
Cronolite	2.60	2.35	4.00
Asbestos	4.00	4.25	4.50
Malthoid	3.25	4.00	5.00
Rubberoid	3.25	4.00	5.00
Pioneer—Flaxine	2.75	3.25	4.30
Pioneer—Sanded	2.35	2.35	3.50
Security Sanded	1.85	2.15	2.60
Standard	2.50	3.25	3.75

SAND AND EMERY—(Per quire of sheets)—

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.65	.70	.80
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

SHEATHING—Red or gray—20-lb., 95c per roll; 25-lb., $1.15; 30-lb., $1.35.

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	3.15	3.85	2¾x4½	3.85	4.15
2¼x4½	3.25	3.85	2¾x5	4.00	4.25
2½x4½	3.50	4.00	2¾x5½	4.25	4.75
2½x5	3.60	4.00	3 x5	4.25	5.00
2½x5½	3.75	4.25			

PERCOLATORS, COFFEE—Universal—

No.	Each.	No.	Each.
44	4.50	1204	3.75
46	5.00	1206	4.00
48	5.50	1208	4.25
52	4.75	1210	5.00
54	5.00	1304	4.25
56	5.50	1306	4.50
58	6.00	1308	4.75
64	5.50	1310	5.00
66	6.00	1404	4.75
69	6.75	1406	5.00
614	7.25	1408	5.25
74	6.00	1410	5.50
76	6.50	1504	4.25
79	7.25	1506	4.50
714	7.75	1508	4.75
464	6.50	1510	5.25
466	6.50	1704	4.25
469	7.25	1706	4.50
474	6.50	1708	4.75
476	7.00	1710	5.25
479	7.75		

Percolator Tops, 10c each.

PICKS—Drifting, 3-lb. $1.35 each; 4, $1.50; 4½, $1.65; 5, $1.75; 5½, $1.85; 6, $2.00.
Railroad—5-lb., $1.50 each; 6, $1.65; 6½, $1.65; 7-8, $1.75.
Contractors—8-9 lbs., $2.25.

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RETAIL SELLING PRICES—Continued.

PINS—Clothes—C—Common, 8c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

PIPE—

Size	Standard Black Cut Length Pr. Ft.	Black Full Length Pr. 100	Galvanized Cut Length Pr. Ft.	Galvanized Full Length Pr. 100	Cutting and Threading Cuts	Threads Each
⅛-inch	.05½	4.90	.08	7.50	.03½	.072
¼-inch	.05¾	5.35	.09	8.05	.03½	.072
⅜-inch	.05¾	5.35	.09	8.05	.03½	.072
½-inch	.08	7.20	.11	9.50	.03½	.072
¾-inch	.10	9.10	.14	11.95	.03½	.072
1 -inch	.14½	13.50	.19	17.65	.03½	.072
1¼-inch	.20	18.15	.26	23.90	.04¾	.09½
1½-inch	.24	21.80	.31	28.50	.06	.12
2 -inch	.31¾	29.30	.415	38.35	.08½	.16¾

PIPE—Gas and Water (black)—⅛ inch, 6c foot; ¼ inch, 7c; ⅜ inch 7c; ½ inch, 9c; ¾ inch, 11c; 1 inch, 16c; 1¼ inch, 22c; 1½ inch, 27c; 2 inch, 35c.
Galvanized—⅛ inch, 8c foot; ¼ inch, 9c; ⅜ inch, 9c; ½ inch, 11c; ¾ inch, 14c; 1 inch, 20c; 1¼ inch, 27c; 1½ inch, 35c; 2 inch, 45c.

PIPE, STOVE—Nested, full joints—Size, 3-inch, 25c joint; 4-inch, 30c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c; 8-inch, Japan, 35c; 4-inch, 40c; 5-inch 45c. 8-inch Galvanized, 40c; 4-inch, 45c; 5-inch 50c; 6-inch, 55c.
Half Joints—Size, 5-inch, 15c joint; 6-inch, 20c.
Taper Joints—Size, 6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c joint.

PIPE FITTINGS—Price, each.

	⅛ Blk.	⅛ Gal.	¼ Blk.	¼ Gal.	½ Blk.	½ Gal.	¾ Blk.	¾ Gal.
Bushings	.07	.15	.07	.15	.07	.15	.10	.15
Caps	.08	.10	.08	.10	.10	.15	.15	.20
Couplings	.06	.15	.10	.15	.15	.20	.20	.35
Couplings, R and L	.10	.15	.15	.25	.20	.30	.25	.40
Crosses	.15	.20	.15	.25	.30	.40	.40	.60
Elbows, 90 degrees	.10	.12	.12	.18	.15	.20	.15	.20
Elbows, 45 degrees	.05	.10	.08	.15	.15	.20	.20	.30
Elbows, street	.10	.12	.15	.15	.20	.25	.28	.45
Floor Flanges	...	...	...	...	.40	...	.45	...
Lock Nuts	.10	.15	.10	.15	.15	.20	.15	.20
Plugs	.10	...	.10	...	.10	...	.10	...
Reducers	.15	.15	.15	.15	.15	.20	.20	.30
Close Return Bends	...	...	.30	...	.35	...	.40	...
Med. Return Bends	...	...	.30	...	.40	...	.45	...
Open Return Bends	...	...	.30	...	.40	...	.50	...
Tees	.15	.15	.20	.25	.20	.30	.20	.30
Unions	.25	.40	.30	.40	.30	.45	.40	.55

	1 Blk.	1 Gal.	1¼ Blk.	1¼ Gal.	1½ Blk.	1½ Gal.	2 Blk.	2 Gal.
Bushings	.10	.20	.15	.25	.20	.30	.25	.50
Caps	.20	.30	.30	.50	.35	.55	.55	.90
Couplings	.20	.40	.35	.50	.45	.75	.70	1.15
Couplings, R and L	.30	.45	.40	.70	.55	.95	.95	1.50
Crosses	.60	1.00	.70	1.10	.85	1.35	1.40	2.25
Elbows, 90 degrees	.25	.40	.35	.60	.45	.75	.75	1.30
Elbows, 45 degrees	.35	.45	.60	.75	.70	.90	1.00	1.40
Elbows, street	.30	.50	.45	.70	.50	.85	1.00	1.65
Floor Flanges	.50	...	.65	...	.85	...	1.05	...
Lock Nuts	.25	.30	.30	.45	.35	.50	.40	.70
Plugs	.15	...	.20	...	.25	...	.30	...
Reducers	.30	.45	.30	.55	.40	.65	.70	1.10
Close Return Bends	.75	...	.95	...	1.15	...	1.70	...
Med. Return Bends	.80	...	1.05	...	1.30	...	1.90	...
Open Return Bends	.90	...	1.15	...	1.90	...	2.55	...
Tees	.30	.45	.45	.75	.60	1.00	1.00	1.75
Unions	.45	.70	.65	.90	.80	1.25	1.00	1.60

NIPPLES—Right Hand—

Up to:	¾	⅛	¾	1	1¼	1½	2
2-inch black	.05	.10	.10	.10	.15	.20	.20
2-inch galvanized	.10	.10	.15	.15	.20	.25	.30
4-inch black	.10	.10	.15	.15	.20	.25	.35
4-inch galvanized	.15	.15	.20	.25	.30	.40	.50
5-inch black	.10	.15	.20	.15	.20	.30	.40
5-inch galvanized	.20	.20	.25	.30	.35	.50	.60
6-inch black	.15	.15	.20	.20	.20	.30	.40
6-inch galvanized	.25	.20	.25	.35	.35	.50	.60

PIPE FITTINGS (STOVE)—Caps, No. C 15, 50c each; C 16, 60c each.
Collars, No. 013, 014, 13½c; 25, 25½, 26, 10c ea.; 27, 15c ea. Cylinders, No. 54 (1508), 85c each; 64 (1608), $1.05 each; 65 (1612), $1.15 each; 75, $1.25 each.
Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 30c each.
Elbows—No. 3 Corg., 20c each; 4, 25c; 5, 25c; 6, 30c; 7, 35c; 8 Adj. 4 Pc, 30c; 4, 35c; 5, 35c; 6, 40c; 8-inch Adj. Galvd., 30c; 4-inch, 35c; 5-inch, 40c; 6-inch, 45c; No. 8 Corg. Jap., 30c; 4, 35c.
Flue Stops, Nos. 1 and 36, 15c each; 3, 15c each; 30, 15c each; 40, 20c each.
Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts', .25 cal., $16.50 each; .25 cal. nickeled, $18.50; .32 cal., $20.35; .38 cal. pocket, $29.70; .38 cal. military, $25.00; .45 cal., $25.30. Smith-Wesson, .35 cal., $31.50; Savage, .32 cal., $20.85; H. & R., .25 cal., $15.40; .32 cal., $19.25.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

PLANES—Block-Bailey—No. 9½, $2.50; 9¾, $3.00; 15, $2.75; 16, $2.85; 17, $3.00; 18, $3.00; 19, $3.25.
Block, Stanley—No. 60, $2.85; 60½, $2.60; 61, $2.55; 65, $3.50; 100, 65c; 101, 50c; 102, 90c; 103, $1.25; 110, $1.30; 120, $1.85; 130, $1.85; 131, $3.00; 203, $1.60; 220, $1.85.
Iron, Bailey—No. 2, $4.50; 3, $4.75; 4, $5.25; 4½, $6.00; 5, $6.00; 5½, $6.75; 6, $7.75; 7, $8.75; 8, $10.50. 2C, $4.75; 3C, $5.00; 4C, $5.50; 4½ C, $6.50; 5 C, $6.50; 5½ C, $7.25; 6 C, $8.25; 7C, $9.50; 8C, $11.25.
Iron, Stanley—No. 602, $5.00; 603, $5.50; 604, $6.00; 604½, $6.75; 605, $6.75; 605½, $7.50; 606, $8.75; 607, $10.00; 608, $11.75. 602C, $5.50; 603C, $5.75; 604C, $6.25; 604½C, $7.25; 605C, $7.25; 605½C, $8.00; 606C, $9.25; 607C, $10.50; 608C, $12.50.
All Wood—Plain, No. 3W, $1.10; 15W, $1.25; 21W, $2.25; 27W, $2.50; 029W, $2.65. Rasee, No. 5W, $2.25; 17W, $1.50; 23W, $2.65; 29W, $3.00.
Wood Bottom, Bailey—No. 22, $3.25 each; 23, $3.25; 24, $3.25; 26, $3.65; 27, $4.00; 28, $4.65; 29, $4.65; 30, $5.00; 31, $5.50; 32, $5.00; 35, $4.00; 36, 4.50.
Rabbet—No. 10, $7.00 each; 10½, $5.85; 75, 90c; 90, $4.25; 92, $4.25; 993, $5.25; 190, $3.25; 191, $3.00; 192, $3.00.
Rabbet—No. 10, $7.75; 10½, $6.25; 75, 95c; 78, $4.00; 90, $4.50; 92, $4.50; 93, $5.75; 98, $2.35; 99, $2.35; 140, $3.25; 190, $3.50; 191, $3.35; 192, $3.10.

PLATES—GAS, HOT—
Griswold—No. 601, $3.50 each; 602, $6.00; 603, $9.75; 702, $8.00; 702N, $9.75; 703, $11.75; 703N, $13.75; 722, $9.50; 722N, $10.75; 723, $12.75; 723N, $14.75 1001, $1.60; 1002, $3.75; 1003, $6.00.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4½-inch, $1.75; 5½, $2.25; 7½, $2.75. No. 201 or 312, 5-inch, $2.25; 6, $2.50; 7, $3.00; 8, $3.50; 9, $4.00.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.25; 9-inch, $2.75; 12-inch, $3.25; 18-inch, $4.00; 24-inch, $4.50; No. 37, 18-inch, $5.25; 24-inch, $6.00; No. 37G, 9-inch, $3.75; 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.00; No. 38½, 80c; 39½, $1.00; 34 V, 6 -inch, $1.75; 8-inch, $2.50.
Wood, Stanley or Disston—No. 00, $1.50 each; 0, $1.75; 2, $2.25; 3, $2.75; 18, $4.00; 25, $4.50; 30, $3.50; 35, $3.25; 45½, $4.75; 90, $4.50; 93, $5.50; 95, $8.50; 98, $4.50; 101, $3.00; 102, 75c; 104, $1.10; 6012, $2.25; 6018, $3.00; 6024, $3.50; 6512, $2.25; 6518, $2.85; 6524, $3.25.
Pocket, Stanley—No. 31, 2½-inch, 50c each; 3-inch, 55c; 3½-inch, 75c; 4-inch, 85c; 40, 20c; 41, 25c; 44, 50c; 600, $1.50.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 10c; 2½-inch, 10c; 3-inch, 15c; 3½-inch, 15c; 6L, 55c; 6P, 40c; 7L, $1.00; 7P, $1.00.

POKERS, STOVE—
No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

For 30 and 31	$ .75	8-inch	.95
For 35	.50	10-inch	1.10
Nos. 11 and 15, 2-in.	.55	No. 75	3.25
3-inch	.60	No. 60	1.00
4-inch	.65	No. 80	.85
5-inch	.75	No. 81	.95
6-inch	.85		

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00. Calol, ½ pt. 30c each; 1 pint, 40c; 1 quart, 60c; ½ gallon, $1.00; 1 gallon, $1.75; 5 gallons, $7.00.
Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, $1.00. O-Cedar, 4 ounce, 25c each; 12 ounce, 50c; quart, $1.00; ½ gallon, $1.75; gallon, $3.00.
Johnson's Prepared Wax, 5 ounce, 35c each; 1 pound, 75c; 2 pounds, $1.40; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.
SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.
Stove—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, $1.40; 01, Black Eagle, 40c; 95 Black Eagle, $1.40; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 15c; 1, Rising Sun, 15c.

POTS—Fire.

Gasoline, C & L.			
1	17.60	8 Quart	1.25
5	15.15	10 Quart	1.50
21	13.10	12 Quart	1.65
71	17.80	16 Quart	2.00
72	15.45	Tin—	
221	22.50	4 Quart	.60
Watering Galvanized		6 Quart	.75
4 Quart	1.10	8 Quart	1.00
6 Quart	1.15	10 Quart	1.15

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RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $2.00 each; Rex. Jr., $1.75; Red Devil, $2.75; Morrill's, $2.75; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ⅛ inch, 10c each; ⅝, 10c; ¾, 10c; 1, 15c; 1¼, 25c; 1½, 40c. No. 370, ⅝ inch, 25c each; 1, 40c each.
Brass side, No. 1150, ⅛ inch, 20c each; ⅝, 20c each. No. 1170, ½ inch, 25c each; ⅝, 30c each.
Brass Upright, No. 500, 25c each.
Clothes Line, No. 610, 2 15c each; 2½ 20c; 660, 15c; 670, 15c; 1610, 2 15c; 2½, 25c; 1660, 20c; 1670, 25c; 6350 G, 35c; 6500, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, 85c; 1651, $2.25.

PULLEYS—Frame—No. 4 Ottumwa, per doz., 85c; No. 5, 90c; No. 9, 90c; No. 105, 85c; No. 109, 85c.

PUMPS—P. S.—1, $3.75; 2, $4.25; 3, $4.80; 4, $5.50.
Putty—Per lb., 10c.

RAIL (HOUSE DOOR)—Prouty
No. 5 .....foot, $ .16

Richards-Wilcox

9 .....foot,	$ .12	16,019 .....foot,	$ .45
132, 0132	.55	150	.10

RASPS—Flat Wood, 8-inch, 60c each; 10, 80c; 12, $1.05; 14, $1.45; 16, $1.85. Half Round Wood, 8, 65c; 10, 85c; 12, $1.15; 14, $1.50; 16, $2. Half Round Cab., 8, 80c; 10, $1.05; 12, $1.40; 14, $1.80. Horse, Hellers Plain, 12, 65c; 14, 80c; 16, $1.05. Horse, Hellers Flanged, 14, $1.05; 16, $1.50.

RAZORS (SAFETY)—

No.	Eveready	No.	
700, each	$1.00	706 B, Blades, Pkg....	.40
2, each	3.00		
	Gem		
800, each	1.00	800 B, Blades, Pkg....	.50
	Enders		
900, each	1.00	900 B, Blades, Pkg....	.25
	Durham Domino		
1000, each.....	1.00	1000 B, Blades, Pkg..	.50
	Gillette		
00, each	7.50	480, each	5.00
460, each	5.00	500, each	5.00
460 B, each.....	5.00	500 B, each	6.00
470, each	5.00	501, each	5.00
501 B, each.....	6.00	6 X B Blades, pkg.	.50
12 X B Blades, pkg	1.00		
	Auto Strop		
1, set	5.00	2541, set	5.00
15, set	6.00	600 B Blades, pkg.	1.00
25, set	6.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose: No. 1 Wire, $1.25 each; No. 60, Wood, $2.25.

REGISTERS—

Jap 6x 8	1.70	White 6x 8	2.05
Jap 8x10	1.80	White 8x10	2.20
Jap 10x12	2.65	White 10x12	3.20
Jap 10x14	3.45	White 10x14	4.20
Jap 12x14	4.80	White 12x14	5.75

REGISTER FACES—

Jap 6x 8	1.10	White 6x 8	1.45
Jap 8x10	1.20	White 8x10	1.60
Jap 10x12	1.90	White 10x12	2.40
Jap 10x14	2.40	White 10x14	3.15
Jap 12x14	3.10	White 12x14	4.00

REVOLVERS—

Colts, Model	Each.		Each.
Police Positive	$28.10	304 B	17.25
Police Positive Special	24.20	323 B	17.00
Police Positive Target	25.80	324	17.00
Army Special	25.80	324 B	17.25
New Service	27.50	343, 353	17.75
Single Action	24.20	343 B, 353 B.....	18.00
Harrington & Richardson		344, 354	18.00
203, 223	10.50	344 B, 354 B.....	18.50
203 B, 223B.....	11.00	364 B.....	19.25
204, 224	10.75	365 B.....	19.50
204 B, 224 B.....	11.25		
263, 273	11.50	Smith & Wesson—	
263 B, 273 B.....	12.00	1905 Military, Police..	34.50
264, 274	12.00	Regulation Police	32.50
264 B, 274 B.....	12.50	1903 Hand Ejector...	30.50
Iver Johnson—		38 S. & W. Perfected	30.50
300, 303, 323.....	16.50	1908 Military	35.00
300 B, 303 B.....	16.75	1911 Target	35.00
304	16.75	New Departure 38....	30.50

RIFLES—No. and Model—

Daisy Air—	Each		
25	$4.00	Marlin—	
40	4.00	20 TD—Octagon Brl..	18.50
3	2.75	27 TD—Octagon Brl...	21.80
30	2.50	TD—Octagon Barrel.	24.55
11	1.50	29 TD—Round Brl..	15.60
12	1.35	1897 TD—Round Brl.	22.75
King Air—		TD—Octagon Barrel.	24.60
4	2.25	Remington—	
5	2.65	4 TD—Octagon Brl..	11.75
21	1.35	6 TD—Round Brl....	8.10
22	1.50	8 A TD Round Brl...	48.15
		12 TD—Round Brl....	19.40
TD—Octagon Brl.....	21.50	1890 TD—Oct. Fancy	52.75
14 A TD—Standard..	34.90	TD—Oct. Plain.	27.75
TD—Carbine	34.80	1893 SF—Round Brl.	31.50
16 A TD—Standard..	34.80	SF—Oct. Brl...	33.50
Savage—		SF—Carbine ..	28.50
1899 TD—Feath'wt..	44.00	TD—Oct. Brl..	45.75
1899 SF	38.50	1894 SF—Round Brl.	34.00
1904 TD Single Shote	8.00	SF—Oct. Brl..	36.50
1914 TD Hammerless	25.50	SF—Carbine ..	31.50
Stevens—		TD—Oct. Brl..	48.75
Little Scout	5.75	1895 SF	47.00
Crack Shot	7.00	1895—Govt. Model..	50.50
Marksman	8.75	1895 TD	59.25
Favorite	10.50	1902 TD—.22	8.25
70 TD—.22	16.50	1903 TD—Plain	39.50
Winchester—		TD—Fancy	69.00
1886 SF—Round Brl.	44.50	1904—TD—.22	10.00
TD—Round Brl	56.75	1906 TD	34.25
		1907 TD	52.00

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98 10c box.
Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½-Lbs.	Lbs.
7—St'r Lgths	.50	.75	7—Asst.....	.45	.80
8 "	.50	.80	8 "	.45	.80
9 "	.50	.80	9 "	.50	.85
10 "	.50	.85	10 "	.50	.90
12 "	.50	.90	12 "	.50	.95

Copper Iron, with Burrs—08 Asst., 25c ½-lb. box; 010, 30c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 27c lb.; 4, 5, 25c; 6, 7, 8, 35c; 10, 35c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, $1.00; ¼ to 5-16, $1.00 lb.. ⅜ to ¾, $1.00; ⅞ to 1, $1.10.
Manila—Base, 35c. lb.
Sisal—Base, 30c lb.

RULES—No. 3 $1.25; 5, $1.15; 7, $1.25; 32, 85c; 32½, $1.15; 36, 50c; 36½, 80c; 40, $4.00; 41, 30c; 42, 50c; 51, 40c; 52, 65c; 53, 50c; 53½, 90c; 54, $1.00; 61, 35c; 61½, 30c; 62, 90c; 62C, $1.35; 62½, 70c; 63, 40c; 63½, 40c; 64, 35c; 66½, 70c; 66¾, $1.65; 68, 25c; 69, 20c; 72, 50c; 78½, $1.15; 79, 65c; 84, 75c; 86, $5.00; 86½, $7.00; 87, $6.00; 92, $1.65; 94, $2.25; 480, $1.25; 02, 40c; 03, 55c; 04, 65c; 05, 90c; 06, $1.00; 08, $1.20; 102, 40c; 103 50c; 104, 60c; 105, 85c; 106, 90c; 108, $1.15; 204, 85c; 206, $1.15; 402, 35c; 403, 50c; 404, 60c; 405, 85c; 406, $1.05; 408, $1.15; 502, 40c; 503, 55c; 504, 65c; 505, 90c; 506, $1.00; 508, $1.20; 802, 35c; 803, 50c; 804, 60c; 805, 85c; 806, 90c; 808, $1.05; 852, 35c; 853, 50c; 854, 65c; 855, 80c; 856, 90c; 858, $1.10; 863L, $2.00; 873L, $2.25; 2062, $1.50.

Aluminoid, Zig Zag—4 ft., $1.50; 5 ft., $1.75; 6 ft., $2.00

SAWS—One Man—Cross-cut—

	Simonds	Disston	Chinook	Chinook
3 ft.....		4.00	5½ ft..... 7.70	....
3½ ft.....	4.50	4.60	6 ft..... 8.65	12.80
4 ft.....	5.10	5.25	6½ ft.....10.75	14.40
4½ ft.....	5.15	5.75	7 ft.....10.90	16.00
5 ft.....	6.40	6.50	7½ ft.....12.00	17.60
5½ ft.....	7.05	....		

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

No. 5 Simonds, or 12 Disston or 69 Atkins—		No. 10 Simonds, or 7 Disston—	
20 inch.....	3.50	18 inch.....	2.50
22 inch.....	3.75	20 inch.....	2.65
24 inch.....	4.25	22 inch.....	2.85
26 inch.....	4.50	24 inch.....	3.05
28 inch.....	5.00	26 inch	3.15
30 inch.....	5.75	28 inch.....	3.75
No. 8 Simonds, or D8 Disston, or 51 Atkins—		No. 4 Simonds, or 120 Disston—	
18 inch.....	2.75	26 inch.....	5.75
20 inch.....	3.15	28 inch.....	6.00
22 inch.....	3.25	No. 112 Disston—	
24 inch.....	3.40	26 inch.....	4.15
26 inch.....	3.50	28 inch.....	4.50
28 inch.....	4.00	D100 or D20 Disston—	
30 inch.....	4.50	26 inch.....	4.00
		28 inch.....	4.25

SAWS—Miscellaneous—

Back		Compass No. 2	
12-inch	2.65	12-inch	.75
14-inch	3.00	14-inch	.80
16-inch	3.35	16-inch	.85
22 inch	4.00	Kitchen No. 2	
24 inch	4.25	12-inch	.65
26-inch	4.75	14-inch	.70
28-inch	5.50	16-inch	.75
Butcher No. 10		Mitre	
16-inch	1.65	10-inch	.70
18-inch	1.75	24-inch	4.25
20-inch	1.85	26-inch	4.75
22-inch	2.00	28-inch	5.50

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RETAIL SELLING PRICES—Continued.

SAWS—MISCELLANEOUS—Continued—

Nest, Complete
No. 3 ..... 2.00

Pruning
No. 50 California, 12-in. 1.00

Buck—
Com Sgl Brace V tooth 1.35
Com Dbbl Brace Tuttle tooth 2.35
Com Dbl Brace V tooth 2.00
No. 150 Special 1.50

No. 50 California, 14-in. 1.15
No. 51 California, 12-in. 1.50
No. 51 California, 14-in. 1.65
Disston No. 9, 14-in. 2.25
Disston, No. 10, 14-in. 2.50

SAW CLAMPS—No. 3, $1.75; No. 0, $1.00; Perfection, $1.25; No. 1W, $1.75; No. 3 W, $2.25; No. 2W, $2.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G. & P.	1.05	X Cut—	
Spec. Morrill	1.65	Morrill No. 3	1.35
105 Morrill	.60	Baker No. 3	2.35
1 Morrill	1.50	Colonial	1.35
10	1.10	7 Taintor	1.75
77	.95	28 Triumph	1.65
		Hammer	.85
		Lever	.25

SAW TOOLS—

Clipper Outfit	.80	Morin No. 2½	4.25
Morin Raker Gauge—		Morin No. 3	1.85
No. 1	1.15	Setting Tool Disston—	
No. 6	2.20	No. 100	.80
No. 9	2.25	No. 4 Setting Blocks—	
Atkins Raker Swage	.40	No. 4 Blocks, Morin	1.85
5-M Tooth Gauge	.25	Swages No. 0 Disst	4.75
Jointers Pikes Perf	.75	Swages, Whitings	1.00
Jointers No. 7 Sterns	.70	Atkins, Rex	1.00
Morin No. 2	3.50	Atkins, Excelsior	.85

SCALES—Family, No. 11021, $3.50 each; 1102, $3.00 each; Peddlers, No. 101, $4.50 each; 103, $4.75 each; 115, $5.00 each; 485E, $5.25 each.

Spring Balance, No. 50, 30c each; 51, 55c; 87, $5.50; 202, $6.00.

SCISSORS—Cast, No. 10, 50c each; No. 44, 7¼ inch, 50c; 8½ inch, 55c; No. 240, 4 inch, 25c; 4½ inch, 30c; No. 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; No. 320, 70c; No. 350, 65c.
Wiss, No. 4 B H, $1.35 each; 5 B H, $1.45; 54½, $1.05; 55, $1.10; 55½, $1.15; 56, $1.20; 56½, $1.30; 57, $1.40; 154½, $1.25; 155, $1.30; 155½, $1.35; 156, $1.40; 156½, $1.50; 157, $1.60; 364, $1.35; 364½, $1.40; 365, $1.45; 366, $1.60; 463, $1.20; 463½, $1.25; 464, $1.30; 573, $1.60; 573½, $1.80; 574¼, $2.00; 663, $1.60; 663½, $1.80; 664, $2.00; 763, $1.15; 763½, $1.20; 764, $1.25; 764½, $1.30; 765, $1.35; 765½, $1.40; 766, $1.55; 773, $1.25; 733½, $1.30; 774, $1.35; 814, $1.35; 814½, $1.40; 815, $1.45; 815½, $1.50; 816, $1.60.

SCOOPS—Common Hollow Back—No. 2, $2.00 each; 3, $2.00; 4, $2.15; 5, $2.25; 6, $2.40; 7, $2.50; 8, $2.60; 9, $2.75; 10, $2.90; 12, $3.00; Potato, No. 1, $2.00.

SCREWS—Cap and Set—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.25	.30	.30	...
4	.25	.30	.35	.35	.40
6	.30	.35	.40	.45	.55
8	.50	.55	.60	.65	.80
10	.65	.75	.90	1.00	1.25
12	.90	1.00	1.10	1.25	1.50
14	1.10	1.30	1.50	1.65	2.00
16	1.75	1.95	2.10	2.30	2.65
18	2.25	2.45	2.70	2.95	3.45
20	2.75	3.00	3.30	3.60	4.20

Size.	1¼-in.	1½-in.	1¾-in.	2-in
4	.55	.65	.85	1.00
6	.75	.90	1.15	1.40
8	.95	1.15	1.40	1.60
10	1.40	1.60	1.85	2.10
12	1.70	1.95	2.25	2.55
14	2.25	2.50	2.80	3.10
16	2.95	3.30	3.75	4.20
18	3.75	4.15	4.65	5.15
20	4.80	5.40	6.00	6.60

Iron, Flat or Round Head—

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.15	.15	.15	.20	...
4	.15	.15	.15	.20	.25
6	.15	.20	.20	.20	.30
8	.20	.20	.25	.25	.35
10	.30	.30	.30	.35	.40
12	.35	.35	.40	.40	.45
14	.40	.45	.45	.50	.60
16	.50	.55	.60	.60	.65
18	.65	.70	.75	.80	.90
20	.85	.90	.95	1.00	1.10

Size	1¼-in.	1½-in.	1¾-in.	2-in.
4	.25	.30	.40	.45
6	.30	.35	.45	.55
8	.35	.40	.50	.60
10	.50	.60	.65	.75
12	.55	.65	.70	.80
14	.65	.75	.85	1.00
16	.80	.95	1.15	1.30
18	1.10	1.25	1.40	1.60
20	1.25	1.45	1.60	1.80

Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.30	.35	.40	.45	.60
⅞	.30	.35	.40	.45	.60
1	.35	.35	.40	.50	.60
1¼	.35	.40	.45	.55	.65
1½	.40	.40	.45	.60	.70
1¾	.40	.45	.50	.60	.75
2	.45	.50	.55	.65	.85
2¼	.50	.55	.55	.70	.90
2½	.55	.60	.60	.75	.95
3	.65	.70	.75	.85	1.05
3½	...	...	...	...	1.25
4	...	...	...	...	1.40

Lgth (ins)	⅝-in.	¾-in.	⅞-in.	1-in.
1	.95	1.80	1.90	....
1¼	.95	1.85	1.90	....
1½	1.00	1.40	1.90	....
1¾	1.10	1.50	2.00	2.30
2	1.15	1.60	2.15	2.55
2¼	1.25	1.70	2.30	2.75
2½	1.40	1.80	2.40	3.00
3	1.55	2.10	2.70	3.50
3½	1.75	2.40	3.00	3.95
4	2.00	2.75	3.40	4.35

S. A. E. Thread, Steel—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.35	.40	.45	.65	.70
⅞	.35	.45	.50	.65	.75
1	.40	.45	.50	.70	.75
1¼	.40	.50	.55	.75	.80
1½	.45	.50	.55	.80	.90
1¾	.45	.55	.60	.85	.95
2	.50	.60	.65	.95	1.05
2¼	.60	.65	.70	1.00	1.15
2½	.65	.75	.75	1.10	1.20
2¾	.75	.80	.85	1.15	1.30
3	.80	.85	.90	1.20	1.35
3½	.90	.95	1.10	1.40	1.55
4	1.00	1.10	1.25	1.60	1.75

Lgth (ins.)	9-16-in.	⅝-in.	¾-in.
¾	1.20	....	....
⅞	1.20	....	....
1	1.20	....	....
1¼	1.20	....	....
1½	1.30	1.50	2.50
1¾	1.40	1.60	2.50
2	1.50	1.75	2.65
2¼	1.60	1.85	2.85
2½	1.75	1.95	3.00
2¾	1.85	2.15	3.15
3	1.95	2.30	3.35
3½	2.20	2.60	3.80
4	2.55	3.00	4.25

Set Screws—

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

Lgth (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
½	.15	.20	.20	.30	.30
¾	.20	.20	.25	.30	.35
1	.20	.25	.25	.30	.35
1¼	.20	.25	.25	.35	.40
1½	.25	.25	.30	.40	.45
1¾	.25	.30	.35	.45	.55
2	.30	.35	.40	.50	.60
2¼	...	.40	.45	.55	.65
2½	...	.45	.50	.65	.75
3	...	...	...	...	.85

Lgth (ins)	⅝-in	⅜-in.	⅞-in.	1-in.
1	.55	...	...	...
1¼	.65	1.05	1.50	...
1½	.70	1.15	1.60	2.10
1¾	.75	1.25	1.70	2.30
2	.85	1.30	1.85	2.50
2¼	.90	1.40	2.00	2.70
2½	1.00	1.50	2.15	2.90
3	1.15	1.70	2.45	3.25
3½	1.30	1.85	2.75	3.65
4	1.50	2.10	3.00	4.00

Woodscrews—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown. Brass, Flat or Round Head—

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RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0	.60	.60	.65	...	...	...	...
1	.60	.60	.65	...	...	...	...
2	.60	.65	.65	...	...	...	...
3	.65	.70	.70	.75	.85	1.05	1.15
4	.70	.75	.75	.80	.85	1.10	1.20
5	.75	.80	.85	.90	1.00	1.15	1.30
6	...	.85	.90	1.00	1.10	1.15	1.25
7	...	.95	1.00	1.10	1.25	1.35	1.50
8	...	1.05	1.15	1.30	1.40	1.55	1.70
9	...	...	...	1.50	1.60	1.75	1.95
10	...	...	...	1.70	1.85	2.05	2.20
11	...	...	...	1.85	2.10	2.35	2.55
12	...	...	...	...	2.35	2.60	2.85
13	...	...	...	...	...	...	3.20
14	...	...	...	...	...	...	3.55
15	...	...	...	...	...	...	3.90
16	...	...	...	...	...	...	4.65

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
6	1.65	...	...	...	...	...	...
7	1.70	2.25	2.80	3.65	...	...	...
8	2.00	2.30	2.90	3.70	...	...	...
9	2.25	2.55	2.95	3.75	...	6.60	...
10	2.45	3.00	3.30	3.80	4.95	6.65	...
11	2.90	3.25	3.75	4.30	5.10	6.70	9.70
12	3.25	3.75	4.25	4.80	5.55	6.75	9.80
13	3.75	4.15	4.70	5.30	6.25	6.90	9.90
14	4.10	4.65	5.15	5.90	6.85	7.50	10.00
15	4.60	5.35	6.05	6.85	7.50	8.30	10.25
16	5.05	5.85	6.65	7.50	8.35	...	...
17	...	6.40	...	8.20	9.10	...	...
18	...	7.60	...	9.75	10.75	...	...

Flat Head, Bright—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.25	.25	...	...	...	...	...
3	.25	.25	.25	.25	.25	.25	.25
4	.25	.25	.25	.25	.25	.25	.30
5	...	.25	.25	.25	.25	.30	.30
6	...	.25	.25	.25	.30	.30	.30
7	...	.25	.30	.30	.30	.30	.35
8	...	.30	.30	.30	.30	.35	.35
9	...	.30	.30	.35	.35	.35	.35
10	...	...	.35	.35	.35	.40	.40
11	...	...	.35	.40	.40	.40	.45
12	...	...	.40	.40	.40	.45	.45
13	...	...	...	.40	.45	.50	.55
14	...	...	...	.45	.50	.50	.55
15	...	...	...	...	.55	.60	.65
16	...	...	...	...	.60	.65	.85
17	...	...	...	...	...	...	.90
18	...	...	...	...	...	...	.95
20	...	...	...	...	...	...	1.15

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.80	.35	...	...	...	...	...
4	.30	.35	...	...	...	...	...
5	.35	.40	.45	.50	.50	.65	...
6	.35	.40	.45	.50	.55	.65	1.00
7	.40	.40	.50	.50	.55	.70	1.00
8	.40	.45	.50	.55	.60	.75	1.00
9	.40	.45	.50	.55	.60	.80	1.05
10	.45	.50	.55	.60	.65	.80	1.05
11	.45	.50	.55	.60	.70	.85	1.05
12	.50	.55	.60	.65	.75	.90	1.10
13	.55	.60	.65	.75	.80	.90	1.15
14	.65	.65	.75	.80	.90	.95	1.15
15	.75	.80	.85	.90	1.05	1.10	1.30
16	.85	.95	.95	1.05	1.15	1.25	1.40
17	.90	1.05	1.15	1.25	1.30	1.40	1.60
18	1.10	1.25	1.35	1.40	1.50	1.60	1.80
20	1.35	1.45	1.50	1.60	1.75	1.90	2.15

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo)—
¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—

	¼, 5-16-in. Doz.	100	⅜-in. Doz.	100	½-in. Doz.	100	⅝-in. Doz.	100	¾-in Doz.	100
1	.35	2.25	...	...	...	...	...	...	...	...
1¼	.35	2.25	...	...	...	...	...	...	...	...
1½	.35	2.25	.45	2.70	...	...	...	...	...	...
1¾	.40	2.45	.45	2.95	...	...	...	...	...	...
2	.40	2.45	.45	2.95	.65	4.10	...	...	...	...
2½	.45	2.65	.50	3.25	.70	4.50	1.05	6.50	...	...
3	.45	2.85	.55	3.50	.75	4.85	1.10	7.00	1.60	9.90
3½	.50	3.05	.60	3.75	.80	5.20	1.20	7.50	1.70	10.60
4	.50	3.25	.65	4.00	.85	5.55	1.30	8.00	1.80	11.30
4½	.55	3.45	.70	4.25	.95	5.90	1.35	8.50	1.90	12.00
5	.60	3.65	.70	4.50	1.00	6.25	1.45	9.00	2.00	12.70
5½	.60	3.85	.75	4.80	1.05	6.65	1.55	9.50	2.15	13.40
6	.65	4.05	.80	5.05	1.10	7.00	1.60	10.00	2.25	14.10
6½	...	...	.85	5.30	1.14	7.35	1.70	10.50	2.35	14.80
7	...	...	.90	5.55	1.25	7.70	1.75	11.00	2.50	15.50
7½	...	...	.95	5.80	1.30	8.10	1.85	11.50	2.60	16.20
8	...	...	1.00	6.10	1.35	8.45	1.90	12.00	2.70	16.90
9	...	...	...	...	1.45	9.15	2.10	13.00	2.90	18.30
10	...	...	...	...	1.60	9.90	2.25	14.00	3.15	19.70
12	...	...	...	...	1.80	11.30	2.55	16.00	3.60	22.50

SCREW DRIVERS—Machinists, No. 51, 50c each; 51½, 70c; 52, 80c; 52½, $1.00; 53, $1.10; 53½, $1.35; 54, $2.35; 210, $1.75; 215, $2.25; 218, $2.50.
Yankee Ratchet—No. 11, 2-inch, 65c each; 3, 80c; 4, 85c; 5, 95c; 6, $1.05; 8, $1.25; 10, $1 50. No. 12, $1.00; No. 15, 2-inch, 75c; 3, 80c; 4, 85c; 5, 90c. No. 30, $3.00; 31, $4.00; 35, $2.25: 60, $1.00; 130, $3.50.

SCREW DRIVERS—G. & P.—367—1¾, 35c; 3, 40c; 4, 45c.

SCYTHES—Bush—

No.	Each.
400	2.40
450	2.25
Weed—	
300	2.40
350	2.25

Grass—

No.	Each.
200	2.35
250	2.25
100	2.35
150	2.25

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $6.25; Galv., 26, $9.50; 28, $8.50. Rockface Siding, $9.50.

SHEETS—STEEL—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 14c cut, 10c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 16c cut, 12c full sheet.

SHIELDS—Expansion—Sebco—

3-16, each	.06
¼, each	.07
5-16	.08
⅜	.09
7-16	.11
½	.15
⅝	.17
¾	.25

1	.40
Lead—	
½x¾	.04
3-16x¾	.04
3-16x1	.04
¼x¾	.06
¼x1	.06
5-16x1	.06

SHINGLES—Tin, 5x7, $2.50; 7x10, $4.00.

SHOES—Horse—Light, extra light or snow. All sizes, 12c lb. Neverslip, Calked, B Patterns—set of 4—No. 0, $1.70; 1, $1.75; 2, $1.90; 3, $2.15; 4, $2.35; 5, 2.90; 6, $3.10; 7, $3.50.
Calks, Nos. 1 and 4, 5-16 and ⅜, $3.50 per 100; 7-16 and ½, $3.75; 9-16 and ⅝, $4.00. Mule, No. 00 and 0, 14c lb.; 1, 13c; 2 and larger, 13c. Steel Sleigh Shoes—Flat, 9c lb.; concave or convex, 12c; cast sleigh shoes, 7c.

SHOT—Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. bags), 20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, 20c lb.; B, BB, BBB, 20c lb.

SHOVELS—D Handle, Round Point, No. 102, $2.40 each; 201, $2.25; 401, $1.85; 1003, $2.15; 1004, $2.25; 1005, $2.50. D Handle, Square Point, No. 104, $2.40 each; 203, $2.25; 307, $2.85; 403, $1.85; 404 B, $1.85; 1009, $2.50; 1010, $2.25; 1111, $2.15; 1112, $2.25.
Long Handle, Round Point, No. 200, $2.25 each; 300, $2.25; 400, $1.75; 400 A, $2.10; 700, $2.25; 701, $2.50; 800, $2.50; 801, $2.50; 1000, $2.15; 1001, $2.25; 1002, $2.50.
Long Handle, Square Point, No. 103, $2.10 each; 203, $2.25; 304, $2.50; 402, $1.75; 702, $2.50; 1006, $2.15; 1007, $2.25; 1008, $2.50.

SLEDS—Hand and Coaster—

Flexible Flyer—	
No. 1	3.00
No. 2	3.50
No. 3	4.50
No. 4	5.50
No. 5	7.50
No. 6	15.00

Jr. Racer	4.25
Racer	5.00
Tux. Racer	7.50
Fire Fly—	
No. 9	1.75
No. 10	2.25
No. 11	2.75
No. 12	3.25

SMOOTH-ON—65c lb.

SOLDER—½ and ½, 60c lb.; No. 1, 90-100, 55c; Wiping, 40-60, 50c; Wire, 50-50, 60c; Electrical Wire, 40-60, 50c.

SPORTING GOODS—

	Each
Official Baseballs	2.50
Second Grade Babeb'ls	2.00
Playground B. B., Out or Plain Seam—	
14-inch	2.75
12-inch	2.50
Baseball Bats, league	1.75
Baseball Masks, "	10.00
Chest Protectors	8.50
Official—	
Rugby Footballs	10.00
Soccer Footballs	12.00
Basketballs	15.00
Volley Balls	8.00

Handballs	.35
Boxing Gloves, 8-oz.	13.50
Striking Bags	9.00
Championship Tennis Balls	.55
Best Grade Rackets, Sutton	12.00
Cotton Gym Shirts	.75
White Running Pants	1.00
Bike Jockey Strap	.75
Rubber Soled Tennis Gym Shoes	1.95
Rubber Soled Tennis or Gym High	2.25
Basketball Shoes	5.00

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254 $7.00; Barnes 276, $8.80; Little Giant, 327½, $5.75; Acme Pressure 345, $8.50; Defiance, No. 324, $8.50.

STAPLES—Fence Wire—Polished, 8c lb.; galvanized, 9c Poultry Wire—¾-inch, 15c lb.

STARRETTS TOOLS—Add to Catalogue—

Micrometers, 50%	
Thickness Gauges, 50%	End Meas. Rods, 50%
Gr. Flat Stock, 50%	Caliper Gauges, 50%
Handy Equiv. Table, 50%	Micrometer Cases, 50%

Balance of Book (not itemized above) add to list 40%

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RETAIL SELLING PRICES—Continued.

STEEL—Mild—See Iron. Tool, 22c; Drill, Com., 20c.

STOCKS AND DIES—

Easy	
2B	17.75
5B	21.00
7B	31.00
52	21.00
55	28.00
57	43.50

Little Giant	
5	30.25
7	46.20
9	47.85
65	37.95
67	59.40

Green River	
1124	25.00
1104	30.25
1112	46.20
1118	47.85

Armstrong	
No. 1 Pipe	8.25
No. 2	11.00
No. 2½	12.75
No. 3, 1¼ to 2-in.	16.25

Common	
No. 0 Pipe	7.25
No. 1	9.75
No. 2	13.00

Stocks Only—
No. 1 pipe, Common.. 8.25
No. 2 pipe, Common.. 7.25
No. 2, Armstrong.... 8.75
No. 3, Armstrong.... 6.00

STONES—Carborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111, $1.35; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 121, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 145, 50c; 146, 50c; 147, 50c.
Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, $3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94, 60c.
Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOP AND WASTE—
Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—
½-inch, $1.25; ⅝-inch, $1.75.
No. 30 High Grade Cap Pattern T or Lever Handle—
½-inch, $1.50; ⅝-inch, $2.00.
Glauber or Muellers—
½-inch, $1.75; ⅝-inch, $2.25.
Compression—
½-inch, $2.25; ⅝-inch, $2.50.

SUPPORTS—Wagon Tongue—

Lindquists		Haggard Spiral	
1	2.00	0	1.85
2	2.50	1	1.75
3	3.25	2	1.90
		3	2.15

SWEEPERS, CARPET—Bissell's—American Queen (N), $6.50 each; Club (N), $14.00; Grand Rapids (N), $6.75; Grand Rapids (J), $5.50; Parlor Queen (N), $7.50; Princess (N), $6.50; Superba (N), $8.00; Universal (N), $5.50; Universal (J), $4.75.

TACKS—Bill Posters', No. 545 Wire, or 555 Cut, 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.
Carpet—434 Cut, or 484 Wire ¼-lb. papers, 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Cut, or Wire ⅛-lb. papers, 3, 5c box; 4, 5c; 6, 5c; 8, 5c; 10, 5c; 12, 5c. 495 Wire in bulk, 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Gimp—324—2¼, 15c box; 3, 10c; 4, 10c; 6, 10c; 8, 10c.
Upholsterers'—304 Cut, ¼-lb. papers, 1¼, 15c box; 2, 15c; 2¼, 10c; 3, 10c; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. 305 Cut, or 355 Wire in bulk, 3 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Double Pointed—Blued, ⅛-lb. papers, 9, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued, in bulk, 209, 30c lb.; 210, 30c; 211, 30c; 212, 30c.

TAPES—MEASURING—(Lufkin)—

Asses' Skin	
No.	Each.
710	.60
718	.85
715	1.15
716	1.35
730	.70
733	1.00
735	1.35
736	1.65

Linen	
1030	1.10
1033	1.65
1035	2.25
1036	2.65

Metallic	
500 L	3.50
503 L	5.00
505 L	6.50
506 L	8.00

Pocket	
143	.95
145	1.10
165	.60
3148	.60
3175	.50

Surveyors'	
276 D	13.00
5100	9.00

Steel	
100	5.25
103	7.50
105	10.25
106	12.25
200	5.25

Steel Tapes—Continued—

200 D	5.25
203	8.50
203 D	8.50
205	12.00
205 D	12.00
206	14.75
206 D	14.75
240	4.25
243	5.00
245	6.75
246	8.50
260	4.50
263	5.50
265	7.25
266	9.50
550	4.25
553	5.00
555	6.50
556	8.25
1240	4.25
1243	4.75
1260	4.50
1263	5.25
1264	6.50
1265	7.00
1266	8.75

Comparative Nos. K. & E. and Starrett same price as Lufkin.
Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

TAPE—Friction—¼ lb., 35c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	13.35	15.60	16x18	51.60	60.65
7x9	15.85	18.40	16x20	56.85	66.35
9x9	18.25	21.35	16x24	64.75	75.35
9½x12	21.50	25.10	16x30	78.35	91.25
12x14	28.85	33.65	A or Wedge—		
12x18	35.60	41.60	5x7	8.50	9.85
14x16	37.85	44.40	7x7	10.70	12.50
14x20	47.00	54.60	7x9	12.85	15.05

Flys Half Price of Tent.
Wagon Covers—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.15	10.25	12x16	12.00	14.65
10x16	9.35	11.75	12x18	13.25	16.50

Stockmen's Bed Sheets, Single Filling—

Size	8 oz.	10 oz.	12 oz.	Size	8 oz.	10 oz.	12 oz.
6x12..	4.50	5.85	6.75	7x14..	7.55	9.80	11.00
6x14..	5.30	6.75	7.90	7x16..	8.90	11.25	12.70

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.

TIN—
Bar and Pig, $1.35 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.
Painted 1 side, 1c foot extra, two sides 2c.
Flashing, IC, 1x1, $3.25 per 100 feet; ⅝x1, $3.25.
Shingles—5x7, $3.50 per 100 ft.
Valley—14-inch, 17c per foot, $15.00 per roll; 20-inch, 25c per foot, $22.00 per roll.

TORCHES—Clayton & Lambert—No. 28, Alcohol, $3.50 each. Gasoline—No. 14, $5.00 each; 37, $8.50; 38, $9.00; 31, $10.00; 32, $10.50; 48, $12.00; 62, $13.00; 112, $9.50; 114, $8.00.

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood (1), $2.00; Edgewood (2), $2.00; Avis (1), $2.40; Avis (2), $2.25; Avis (3), $2.00; Perfect, $1.45.
Game—No. 0 Newhouse, 45c each; 1 Newhouse, 55c; 1½ Newhouse, 80c; 2 Newhouse, $1.15; 3 Newhouse, $1.60; 4 Newhouse, $1.75; 5 Newhouse, $12.00; 1 Oneida Jump, 35c; 1½ Oneida Jump, 45c; 2 Oneida Jump, 70c; 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 50c; 3 Victor, 70c; 4 Victor, 80c.
Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhousce, 25c; California Pocket, 25c.
Mole—Reddick, $1.25 each; Out-O-Sight, $1.50.
Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 10c; Delusion, 25c; Holdem, 50c; Cage, 25c.
Rat—Sure Catch, 15c each; Security, 25c; Holdem, small, 75c; Holdem, large, $1.00.

TROLLEY—Richards—Per Set—

No.	3-ft.	3½-ft.	4-ft.	4½-ft.	5-ft.	5½-ft.
016	5.25	5.50	5.75	6.00	6.25	6.50
16	....	....	....	....	9.50	9.75
019	4.75	5.00	5.25	5.50	5.75	6.00
19	....	....	....	....	8.50	8.75
0132	5.25	5.60	6.00	6.40	6.75	7.25
132	....	....	....	....	9.50	9.75

No.	6-ft.	6½-ft.	7-ft.	8-ft.	10-ft.
016	6.75	....	....	....	....
16	10.00	10.25	10.50	11.50	12.50
019	6.25	....	....	....	....
19	9.00	9.25	9.50	10.50	11.00
0132	7.50	....	....	....	....
132	10.00	10.50	11.00	12.00	13.00

135—1, $3.00 each; 135—2, $4.50; 137—1, $2.50; 9—Midget, 60c; 90T—Midget Track, 12c.

TROUGH—

Eaves—	
4 inch	.13½
5 inch	.15
6 inch	.18

Mitres—	
4 inch	.45
5 inch	.50
6 inch	.60

Hangers—Wire—	
4 inch, per doz	.30
5 inch, per doz	.35
6 inch, per doz	.40

End Caps—	
4 inch	.15
5 inch	.20
6 inch	.25

End Pc. Comp.—	
4 inch	.25
5 inch	.30
6 inch	.35

TROWELS (BRICK)—Farmers' No. 555 (Handy), 90c each. Standard, No. 55, 8-to 12 (177), $1.00. Disston, No. 10, 10½, $1.90; 11, $2.00; 11½, $2.10; 12, $2.15; 13, $2.35; 14, $2.50. Marshalltown—19 W 10½, $1.50; 11, $1.50; 11½, $1.50.

TWINE—Sacking—J. K. B. (22 Karat), 65c lb.; 3-ply Excelsior (Hercules), $1.20; 4-ply Golden Gate (Cascade), $1.50; 3-ply Holley, $1.20; 5-ply Hudson (Perfection), $1.50.

TWINE—Cotton—Wrapping, $1.00 lb.; Budding, $1.00 lb.; Flax, No. 18 B B, 55c lb.; 24 B B, 55c; 18 B C, 65c; 24 B C, 65c; 36 B C, 65c; 30 Sacking, 65c; 40 Sacking, 65c; 33 Hemp—No. 4½, 45c lb.; 6, 45c; 07, 45c.

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Business Opportunities

STOP!! LOOK!! READ!!
Four-line rhyme or two-line slogan—any trade—$1.00 each. Composed by H. S. Geer, 2 Mt. Hope Place, Bronx, N. Y. Send Circulars.

WANTED
One Battery Oil Tank and one Bolt Case containing 135 to 150 closed bins. Give full description and price of each.
HAMP WILLIAMS HDWE. CO.,
Hot Springs, Arkansas.

HARDWARE BUSINESS FOR SALE
Surviving partner wishing to retire offers for sale one of the oldest, best located, most profitable hardware stores in San Francisco. Stock about $50,000. Address B. U. Y. care HARDWARE WORLD.

AN OPPORTUNITY
For a young, ambitious, enterprising hardware man who has some business experience, familiar with hardware and implement lines, to assist in editing publication. Prefer one familiar with association work. Address J. J. P., care HARDWARE WORLD.

FOR SALE
In a Southern Idaho irrigation growing town, hardware, furniture and implement stock; will invoice about $22,000. Also will sell new brick building and modern fixtures at far less than cost. Carry complete line of International Harvester Co. implements, and the only complete hardware line in town. Annual sales $90,000. Address Idaho, care of HARDWARE WORLD.

WANTED
I want a hardware and implement stock on the Pacific Coast. Will trade a highly improved farm near Yolos, North Dakota, 98 per cent tillable, 480 acres in wheat; price, $32,000; clear of debts; crops and all included. For particulars address, Dakota, care the HARDWARE WORLD.

WANTED
Young man with thorough knowledge of hardware and kitchen ware in a large retail store with high class trade and a good location. Must be live, energetic, neat appearing and courteous. Must furnish first-class references. State experience and salary expected. Address O. H. C., care HARDWARE WORLD.

FOR SALE
My stock of hardware. Invoice about $6,000. Will also sell or rent building, size 30x75, with wareroom 24x65. Reason for selling, am getting along in years and wish to retire. Stock and building are free from all incumbrance. I am offering this stock at a discount. Address W. E. Kornbaum, Hanover, Kansas.

FOR SALE
Old established hardware, plumbing, wall paper, paints, sash and door business in Seattle, Washington. Stock will invoice about $60,000. Building about $65,000. Business is successful, but the owner desires to retire from business. Address J. V. Holton Co., 220 Marion St., Seattle Washington.

POSITION WANTED
An A-1 opportunity to secure the services of a high class hardware man who has successfully qualified as buyer and hardware department manager handling builder's hardware and material, paints, oil and glass, tools, iron and blacksmith supplies, cutlery, guns, ammunition, fishing tackle and sporting goods, stoves, ranges, household and kitchen supplies. Have had several years' road experience in handling wholesale and retail stocks of hardware. Can make good in any hardware position anywhere. Have bank and business house references; also some cash to back me. Address Montana, care of HARDWARE WORLD.

SITUATION WANTED
Hardware man, age 34, married, 15 years' experience retail and wholesale. Salesman, buyer and manager. Capable, experienced, reliable and the ability for results. At present employed as manager of retail department in wholesale house. Will make change for connection with good reliable hardware firm that has a permanent future. Address Box K. I., HARDWARE WORLD.

SITUATION WANTED
Hardware and implement man, age 35 years, married. Experience, two years as clerk and ten years as manager and buyer for the same large corporation. Machinery salesmanship, credits and collections my hobby. Will invest $3,000 or more with good, live concern. Climate conditions at present location reason for leaving. Address Credit man, care of HARDWARE WORLD.

POSITION WANTED
Young man twenty-nine years of age with executive ability would like managerial or traveling position. Ten years' experience hardware, house furnishings, sporting goods and window trimming. At present holding responsible position with large retail concern. Highest grade references furnished. Excellent past record; can produce results. Address Box 1322, HARDWARE WORLD.

WANTED
Experienced traveling salesman with thorough knowledge general hardware, ambitious and of good character, to handle highly developed territory in Rocky Mountain region. Do not reply unless fully qualified. In writing give full information, sales record, age, etc. Drawing account and percentage of profits to right man. Advertiser is a wholesale hardware company doing a large business. Address S. L. C., HARDWARE WORLD.

Can you write your hardware experience? Would you be interested in a position on an association or house organ? If so, we know something that might interest you. Give full particulars as to yourself, experience, how long and who with, what you believe your ability is, and the salary which you would want. Address J. J. P., care HARDWARE WORLD.

FOR SALE
Splendid opportunity in the retail hardware, grocery, gents' furnishing and shoe business. Approximate stock is as follows: Hardware, $15,000; Grocery, $3500; Gents' Furnishings, $6500. Located in a town of 1200 population, with 3500 tributary. Competitors are one small hardware store and three grocery stores. Sales will run $75,000 annually. Will sell all or either departments. Other business occupying attention. Splendid arrangements can be made with reference to the building. Located 45 miles from San Francisco in one of the best agricultural sections of the country. Address F. T., care HARDWARE WORLD.

JUST WHAT YOU NEED
Sheet Metal Card Holders, Transparent Celluoid Card Covers, Bin Markers and Stock Record Cards for small parts and fittings of all kinds. Plumbers Labels and Stop Valve Tags, Special Bin Labels for Ford Auto Parts, Price Cards. Send for samples. Our prices will surprise you. Hadden Specialty Co., Haddon Heights, New Jersey.

POSITION WANTED
As manager and buyer of hardware department or hardware and implement department combined, by man with 10 years' California experience. Now with one of the largest firms in that state. Reason for wanting to make a change: I do not like present location. Address, Manager and Buyer, care HARDWARE WORLD.

WANTED
Second-hand 8 ft. cornice brake in good condition. Address L. E. Rood, 115 East Lexington St., Independence, Missouri.

I WANT TO BUY
a hardware store in Oregon or California, prefer a stock of hardware or an accessory business and garage; don't care for general merchandise lines. Would not want it to run more than $8000 or $9000. Location and everything must be right. Prefer a town of 3000 or over, if it has good surrounding community. Give full particulars. Address W. C. G., care HARDWARE WORLD.

FOR SALE
Hardware and Furniture Stock in prosperous, well located city in Oregon; a clean, good paying business. Stock will invoice about $30,000. Anyone wanting a business of this kind will pay them well to investigate this proposition. Address L. O., care HARDWARE WORLD.

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Man who is experienced in the arrangement of hardware stores and the design of effective fixtures. Should have had retail selling experience in hardware lines. A real opportunity for a young man of good personality and real ability, who can do constructive work for hardware stores. Write full details, giving age, education, experience and salary desired to start. Address reply care of Box 125 HARDWARE WORLD.

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20-inch Crescent Jointer.
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1 L. G. McKnight 24-inch Sander.
1 Pony Planer, 24-inch.
1 Boring Machine.
Machines complete with counter shafts. This machinery has been in use about six months. The cost today would be from $1500 to $1600. We will sell it for $850 or exchange it for hardware, automobile or truck.
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for an enterprising merchant in hardware, stoves, household equipment, furniture, is to be found at Eugene, Oregon. This is in the Willamette Valley, seat of the State University, and a splendid agricultural section.

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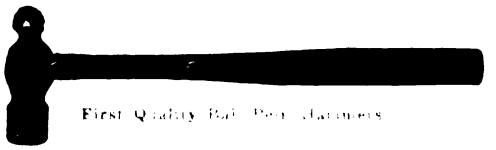
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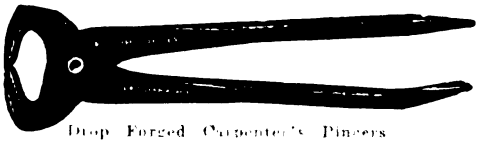
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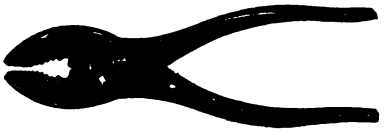
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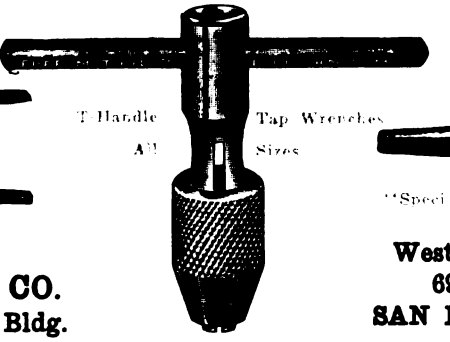
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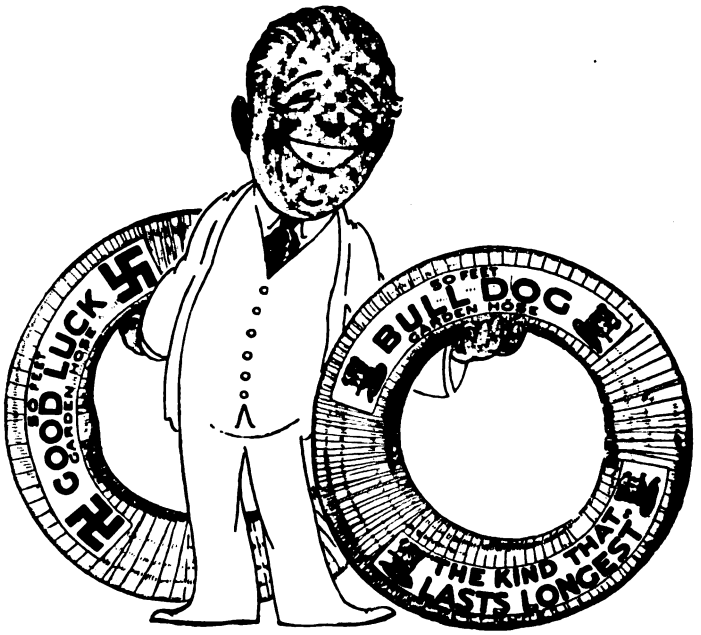


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